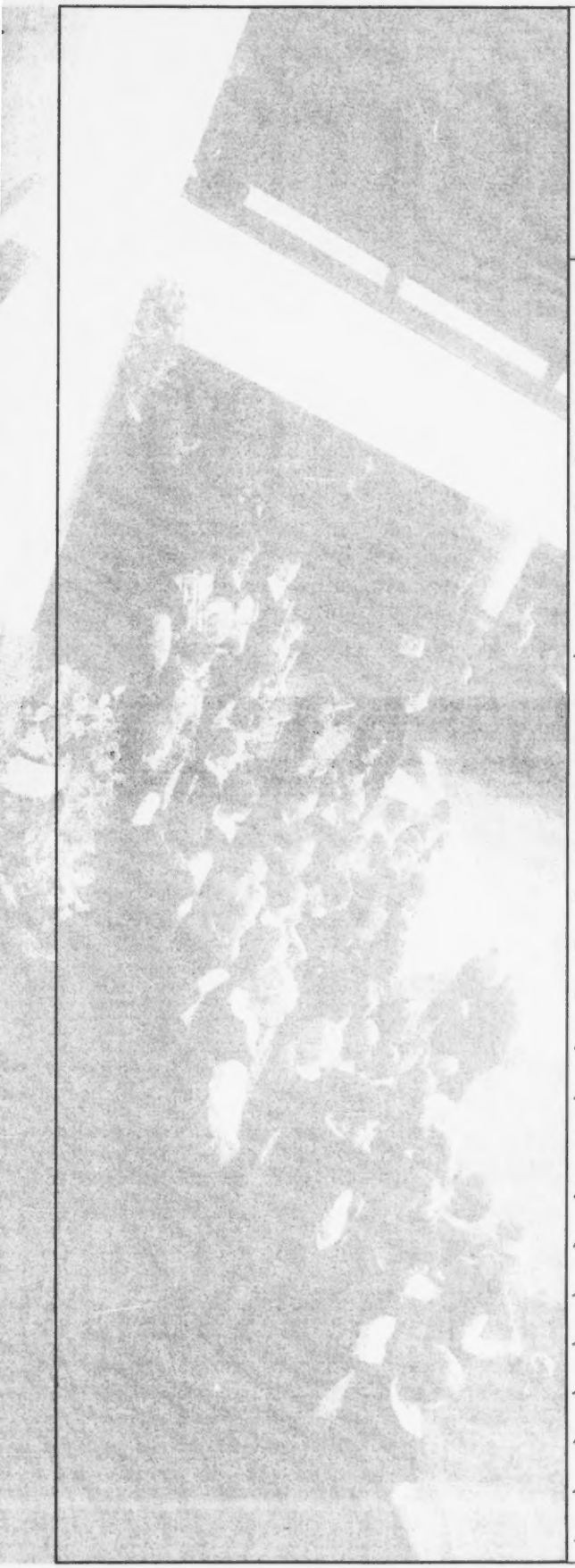
Annual Report

conexus arts centre

2009–2010

employee-rated
EMPLOYER
OF *choice*



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Letter of Transmittal

To His Honour
The Honourable Lt. Gordon L. Barnhart
Lieutenant Governor
Province of Saskatchewan

May it Please Your Honour:

In accordance with Section 27(l) of the Saskatchewan Centre of the Arts Act, 2000 (Chapters S-10.1), I hereby submit the Fortieth Annual Report on the activities of the Centre for the period from April 1, 2009 to March 31, 2010.

Respectfully submitted,

Honourable Dustin Duncan
Minister in Charge

LETTER FROM THE CHAIR

The Conexus Arts Centre is pleased to submit the 2009-10 Annual Report. It was with great enthusiasm that I took over the role of Chairman of the Board of Directors for the Conexus Arts Centre in December of 2009. Over the 2009-10 year, the Centre has continued to prove itself as Southern Saskatchewan's premier facility for performing arts, and an essential institution in catering and convention services.

The Centre was once again host to over a quarter of a million guests from across the province and beyond in 2009-10. Our patrons enjoyed a great variety of performances with a highlight of the year being the spectacular National Aboriginal Achievement Awards. Other performances included such entertainers as Diana Krall, Jerry Dee, Carol Burnett , Tony Bennett and Jann Arden. Our patrons enjoyed the comedy of Howie Mandel, Just For Laughs, Martin Dube, Carol Burnett, Lewis Black, Rodney Carrington, Stuart McLean and Cheech and Chong. One of the goals of the Centre is to promote arts and educational activities for all ages, with special attention to the youth, to ensure continual audience development now and in the future. The Centre is pleased to have presented a vast number of youth and family entertainment and educational activities at the Centre in 2009-10 including, Regina Symphony Orchestra, Divine Performing Arts 2009 World Tour, Cirque Sublime, Playdate with Max and Ruby, O'Neill High School Choir, Youth Ballet of Saskatchewan, Dance Plus, Saskatchewan Express, Dance City, Martin School of Dance, Do It with Class' productions, High School Musical, The Backyardigans, Regina Symphony Orchestra's presentation of Little Red Riding Hood, Moscow Ballet's Great Russian Nutcracker and Royal Winnipeg Ballet's performance of Moulin Rouge, Stomp, Little Bear—Winter Tails, Regina Catholic School Christmas Concert, Jesus Christ Superstar, Kinsmen Telemiracle, Blasting Thru Stereotypes, and the National Aboriginal Achievement Awards. The Regina Symphony Orchestra enchanted audiences with 15 performances again this year and Do It With Class, Young People's Theatre presented 17 performances including Don Quxote, Hair, The Wiz, As You Like It and Wind in the Willows. These are just a few of the world class performances that were enjoyed in the past year.

In addition to the many performances on our stage our Convention and Catering facilities hosted over six hundred meetings, banquets and fundraisers as well as several major events in 2009-10 such as the Ace Awards, National Aboriginal Achievement Awards, Saskatchewan Gaming Authority Awards, CIBC Run for the Cure, Queen City Marathon, Wintergreen, Cream of the Crop, Ribfest, Festival of Trees, Taboo Tradeshows, the YWCA Women of Distinction Awards, Festiv-Ale and many more special events and special memories.

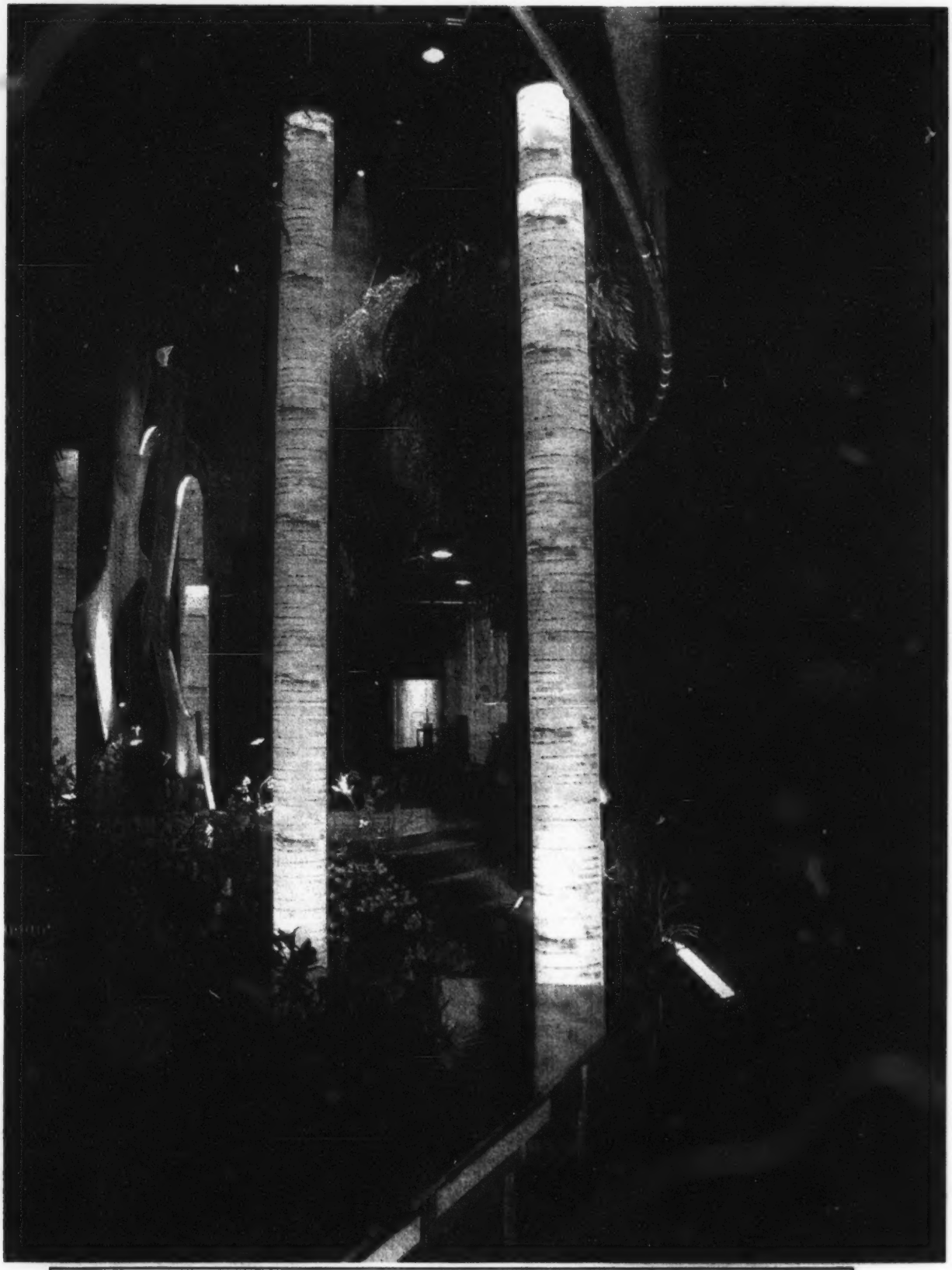
On behalf of the Conexus Arts Centre Board of Directors, I would like to congratulate our Executive Director, Jim McCrum, the senior management team and the entire staff, your enthusiasm for the Centre is contagious. You dedication speaks volumes.

In accordance with Section 27(1) of the Saskatchewan Centre of the Arts Act, 2000 (Chapter S-10.1), I hereby submit the Fortieth Annual report on the activities of the Centre for the period from April 1, 2009 to March 31st, 2010.

Sincerely,

Kenneth W. Noble, Q.C., Chair

National Aboriginal Awards, March 2010



National Aboriginal Achievement Awards March 2010

BOARD OF DIRECTORS

THE HONOURABLE
D. DUNCAN
—MINISTER IN CHARGE

KEN NOBLE—CHAIR
TAMARA EMSLEY—VICE CHAIR

DOUG ALEXANDER—REGINA
CLAIRE BELANGER-PARKER—REGINA
GRAHAM HALL—MOOSE JAW
JOCELYN HUTCHINSON—REGINA
PATRICK MALONEY—WEYBURN
JOYCE MARBACH—REGINA
RACHEL MIELKE—REGINA
DR. SHAUNEEN PETE—REGINA

Committees of the Board of Directors:

AUDIT COMMITTEE

Ken Noble—Ex-Offico
Joyce Marbach
Tamara Emsley
Doug Alexander
Pat Maloney
Jim McCrum—Staff Support
Pat Beanland—Staff Support

PATRONS

Patrons
Council
Members

Conexus Credit Union
Molson
Sasktel
Pepsi Bottling Group (Canada) Co.
Jacqui Shumiatcher and the late Dr. Morris Shumiatcher
Taylor Automotive Group
Doris and Charles Knight
Crown Life Insurance Co.
CTV
Rawlco Radio
The LeaderPost
Big Dog 92.7
Audio Warehouse
Success Office Systems
Harvard Broadcasting
E & J Gallo Wines
Foster's Wine Estates Canada
A-1 Rent-Alls
S.G.I
Saskatchewan Blue Cross
Regina Coffee News
Captive Audience Advertising
Access Communications
Prairie Dog Magazine

MANAGEMENT

"THIS INDUSTRY IS OUR PASSION!"

Jim McCrum—Executive Director

Pat Beanland—Finance & Administration Manager
Brent Elsner—Sous Chef
Leo Pantel—Executive Chef
Colette Perras—Hospitality Services Manager
Lynn Severt—Client Services Manager
Shari Tourscher—Theatre Services Manager

Mission and Goals

MISSION

To enhance the quality of life for the people of Saskatchewan by providing exceptional facilities, programs and services for entertainment, educational and cultural activities in a cost effective manner.

GOALS

To provide quality facilities, programs and services for entertainment,
Educational, social, conferences and cultural activities.

To contribute positively to the art, entertainment, educational and cultural communities in Saskatchewan.

To engage in entrepreneurial activities to promote the use of the Centre.

To develop a positive relationship with government, media, and the public.

To promote arts and educational activities for all ages, with special attention to the youth, to ensure continual audience development now and in the future.

To provide opportunity for staff development by building a high level of morale and productivity.

To operate in a fiscally responsible manner.

The Conexus Arts Centre

EXECUTIVE DIRECTOR'S REPORT

As we begin our fortieth year of providing performing arts and convention and catering service to the people of Southern Saskatchewan we not only reflect back on the many successes we achieved in 2009/10 but also look forward to the coming year and beyond. It has once again been a privilege for me to serve as CEO/Executive Director of The Conexus Arts Centre.

Our goal at The Centre is to provide exceptional programming and services that exceed our clients' expectations. We work closely with our clients to assess their needs and to taylor our services to best suit their requirements. The event staff at The Centre are highly trained professionals who work with our clients, focus groups and other stake holders to ensure that The Conexus Arts Centre are leaders in our rapidly changing industry. Our catering and convention area hosted 601 events with attendance of 117,383 guests in 2009-10. To help us measure our success we solicit feedback through client questionnaires and online surveys. I am proud to report that our clients and patrons gave the Centre a rating of over 90% in all categories during the past year.

The Centre works very hard each year to present a wide variety of world class arts, entertainment, and other special events. This past year we were pleased to be able to offer first quality performances for almost every interest. In 2009-10 we once again played host to some of the world's most celebrated artists including the likes of Carol Burnett, Tony Bennett, Diana Krall, Burton Cummings and Randy Bachman, Chantel Kreviazuk and ZZ Top . The range of entertainment was diverse; from The Regina Symphony Orchestra, Cirque Sublime and Moscow Ballet's presentation of the Great Russian Nutcracker to High School Musical, The Backyardigans, Just for Laughs, Howie Mandel, Cheech & Chong, and Jesse Cook. In 2009-10 the Centre hosted 125 theatre performances. We, at the Centre, are honoured to be the centerpiece for arts and entertainment in Southern Saskatchewan and to bring the world to our community through innovative artists, enthusiastic audiences, eager students, convention delegates and more.

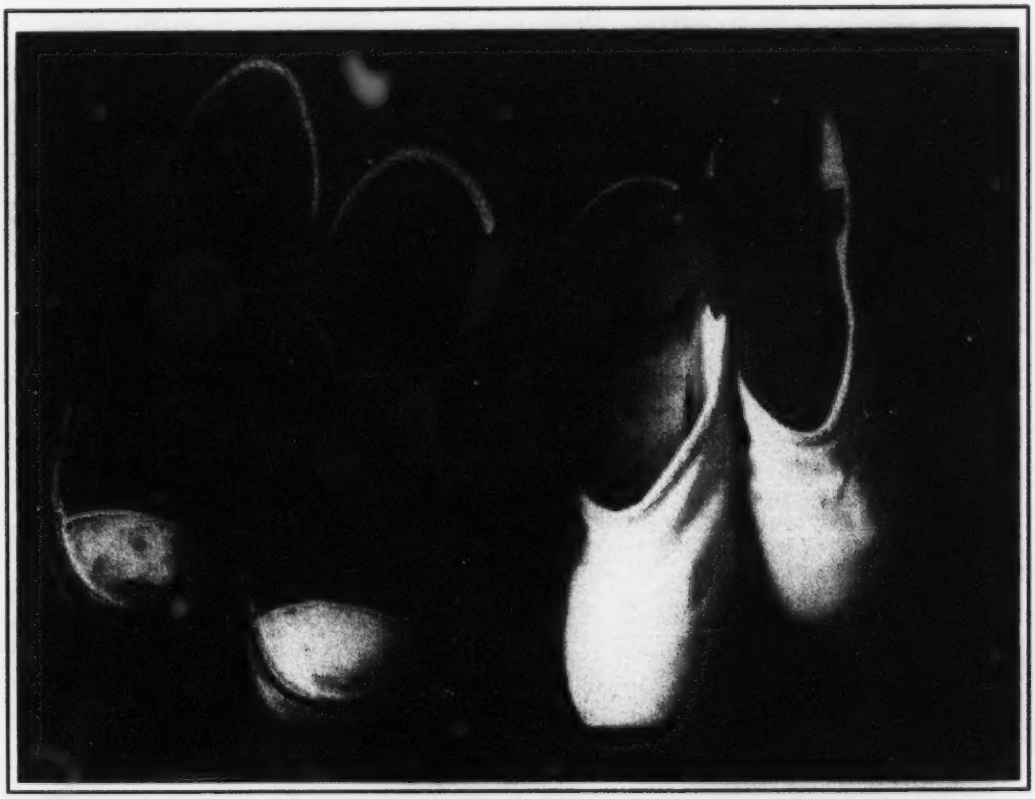
I would like to thank the Board of Directors for their support throughout the year. I would also like to thank the Government and the people of Saskatchewan for the encouragement given to the management and staff of the Centre for the past forty years.

The staff of The Conexus Arts Centre are an important key to our success. Our staff understand and are committed to the goals and the mission of the Centre. Management puts a great deal of emphasis on staff training, communication and creating a postivie work environment. I am again proud to report that as a result of an employee rated study conducted through the Canadian Tourism Human Resources Council, The Conexus Arts Centre has been named a national "Employer of Choice", achieving the highest score in all categories.

We are excited about the new challenges and opportunities which we will be presented with in the next fiscal year. We look forward to once again meeting our goals and objectives while providing world-class entertainment and excellence in convention/catering services to the people of Southern Saskatchewan.

Respectfully submitted,

Jim McCrum,
Executive Director



The Conexus Arts Centre

WHO WE ARE

The Conexus Arts Centre is an Agent of the Crown responsible for providing facilities for entertainment, exhibition and the promotion and presentation of sporting, artistic, educational and cultural activities of a provincial, national or international nature. In addition the Centre is to provide catering and convention services. The Conexus Arts Centre achieves this through fair and cost-effective marketing..... delivered by employees experienced in many aspects of the hospitality industry.

As of March 31, 2010, the Conexus Arts Centre employed approximately 357 staff, with 27 being full-time. Approximately 220 employees are members of the Retail, Wholesale, Department Store Union (RWDSU) and 121 employees are members of the International Association of Theatrical and Stage Employees (IATSE) local 295.

The Conexus Arts Centre operates under The Saskatchewan Centre of the Arts Act, 2000, and works in partnership with a broad range of stakeholders and clients, including: the RWDSU, IATSE, Tourism Regina, Saskatchewan Property Management, Tourism Saskatchewan and the Saskatchewan Liquor and Gaming Authority (Please see Appendix B for an overview of the Centre's stakeholders and partners).

The Conexus Arts Centre is divided into four primary departments:

- Theatre: The Theatre department is responsible for the booking, marketing and delivery of arts and entertainment performances hosted at the Conexus Arts Centre. This department is also responsible for the Box Office services of the Centre, and its outlets.
- Convention/Catering: The Convention, Catering department, Client Services is responsible for booking, marketing and delivery of conventions, meetings, banquets, tradeshows and special events hosted at the Centre. This department is also responsible for the public relations and community information. Client Services is also responsible for the maintenance and day-to day operation of the building.
- The Corporate Services and Human Relations Department: This department provides financial, administrative, procurement, information systems and audit support services to the organization. This department also provides organizational development, communications and human resource services to the Centre.

OVERVIEW

The Conexus Arts Centre provides facilities to a diverse group of clients ranging from local organizations and individuals to provincial, national and international clients.

The Arts Centre ensures that customer needs are met by offering wide and versatile convention and catering opportunities as well as providing flexible theatre services. The Catering and Convention department continues to place a greater emphasis on providing custom services and individualized menu options for clients.

The Catering and Convention department serviced 117,383 clients in 2009-10 at 601 events. Eighty-three of these events were new events to the Centre. These events are broken down into the following categories: 12 were dances, fashion shows and award shows with attendance of 7,956, 240 were meetings, seminars or conferences with attendance of 17,256. The Centre hosted 103 banquets with attendance of 23,615 guests. Breakfasts and luncheons totaled 63 with attendance of 9,281, 38 receptions were held with attendance of 3,794, trade shows numbered at 72 with attendance of 40,267, teas numbered 2 with attendance of 1,990 guests. Weddings, anniversary parties and funerals numbered 37 with 6,508 guests attending and there were 34 other events that included 6,716 guests.

The Theatre department featured 125 performances in 2009-10 with attendance of 134,836 patrons. These events are broken down into the following categories: We hosted 1 country performance with attendance of 1,942, 6 folk/ethnic/children's shows with attendance of 6,667. The Regina Symphony Orchestra presented 15 performances at the Centre with attendance of 21,878 guests. Jazz/band accounted for 6 performances with attendance of 13,135 guests. There were 25 rehearsals on stage, plays and auditions with attendance of 6,742, Rock shows accounted for 7 performances with attendance of 8,285 guests, 18 were dance/ballet performances with attendance of 14,159, Eleven were graduation or convocations with attendance of 21,132. Five performances were musicals with attendance of 6,865, 2 events were choir with attendance of 2,595, 10 were recitals and comedy with attendance of 14,700 and 5 events were sporting events with attendance of 4,391, 1 event was a benefit with attendance of 1,800 and there were 13 other events that included 10,545.

The Conexus Arts Centre is proud to have hosted such a wide and versatile array of events and performances in 2009/10.

ANNUAL REPORT

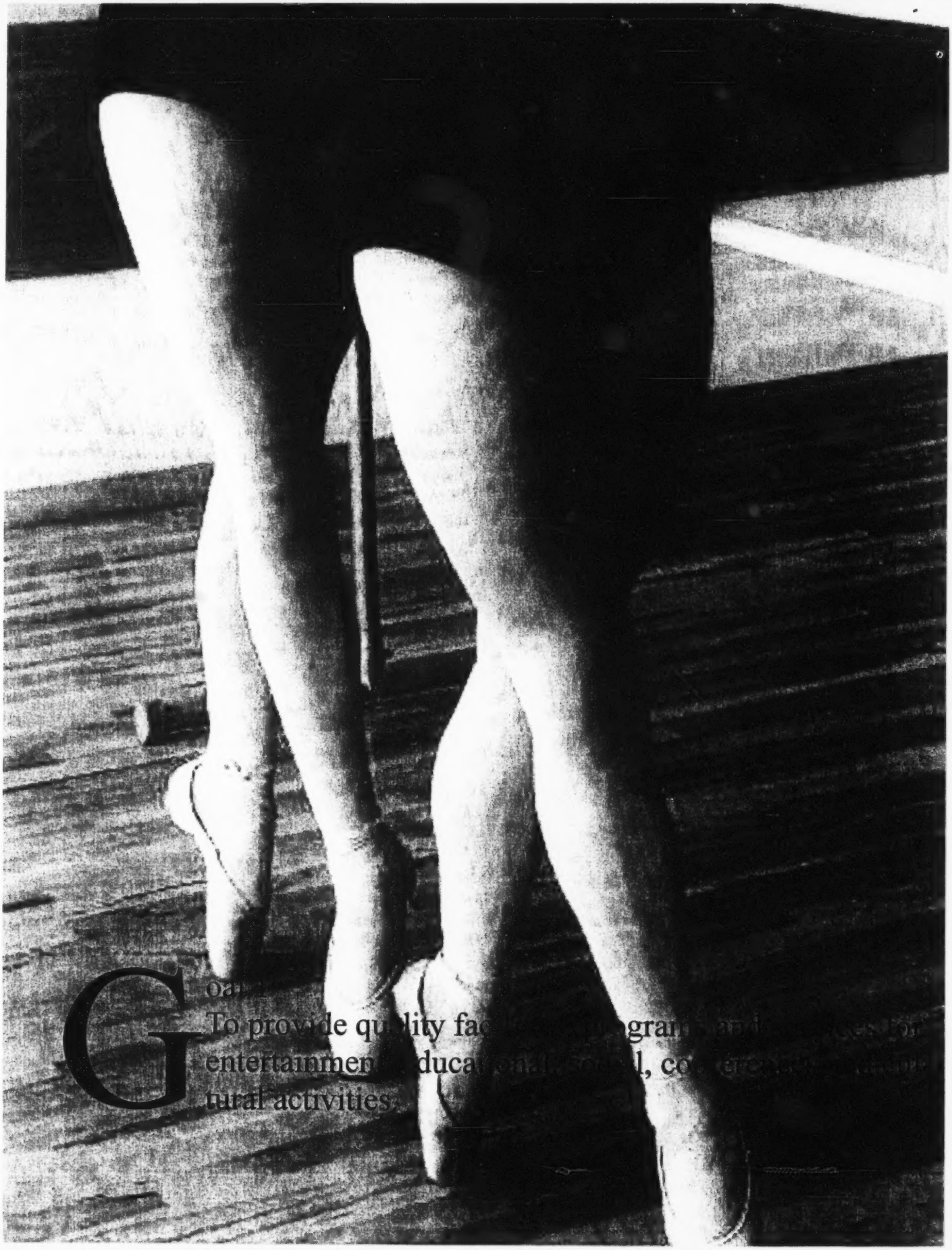
The 2000-01 provincial budget address announced that the Government would be implementing a new Accountability Framework over the next few years, "giving Saskatchewan people solid reference points by which to judge the performance of their government". The continuing improvements in The Conexus Arts Centre's Annual Report are tied to the ongoing implementation of this broader initiative.

The Conexus Arts Centre's Annual Report serves three functions:

1. It contains information on the results for the goals, objectives and key actions which were published in the 2009-10 Performance Plan which was released in the 2009-10 Annual Report.
2. It reports accomplishments for 2009-10; and
3. It outlines The Conexus Arts Centre's strategic direction for 2010-11 and beyond.

The Conexus Arts Centre is committed to reporting progress on its plan, and to enhancing accountability to the public and to its stakeholders. The Conexus Arts Centre's performance plan for 2009-10 and beyond included a series of planned actions for 2010-11 and a set of performance measures to be used to gauge progress. The Conexus Arts Centre has provided information on its results and measures for 2009-10.

The Conexus Arts Centre's 2009-10 Corporate Balanced Statement identifies the key outcomes that the Conexus Arts Centre is working to achieve and how these outcomes will help the Conexus Arts Centre meet its vision. The Balanced Statement is the result of an intensive planning effort and is a multi-year plan. The plan will continue to evolve over time and will continue to be reported in the Conexus Arts Centre annual reports.



Goal

To provide quality fac gram and ces for entertainmen duca l, co re tural activities.

PERFORMANCE RESULTS

This section provides detailed information on the key initiatives, major outcomes and specific results for The Conexus Arts Centre during the 2009-10 fiscal year with respect to our goals. Additional information about the Conexus Arts Centre strategic direction, including a complete review of its performance measures, key actions and objectives, is provided later in this report.

Goal 1: To provide quality facilities, and services for entertainment, educational, social, conferences and cultural activities.

Providing quality facilities and services is paramount to the Centre's success and therefore in 2009-10, The Conexus Arts Centre defined a range of key actions and initiatives that support this focus on continually updating and maintaining our facility and improving our customer service.

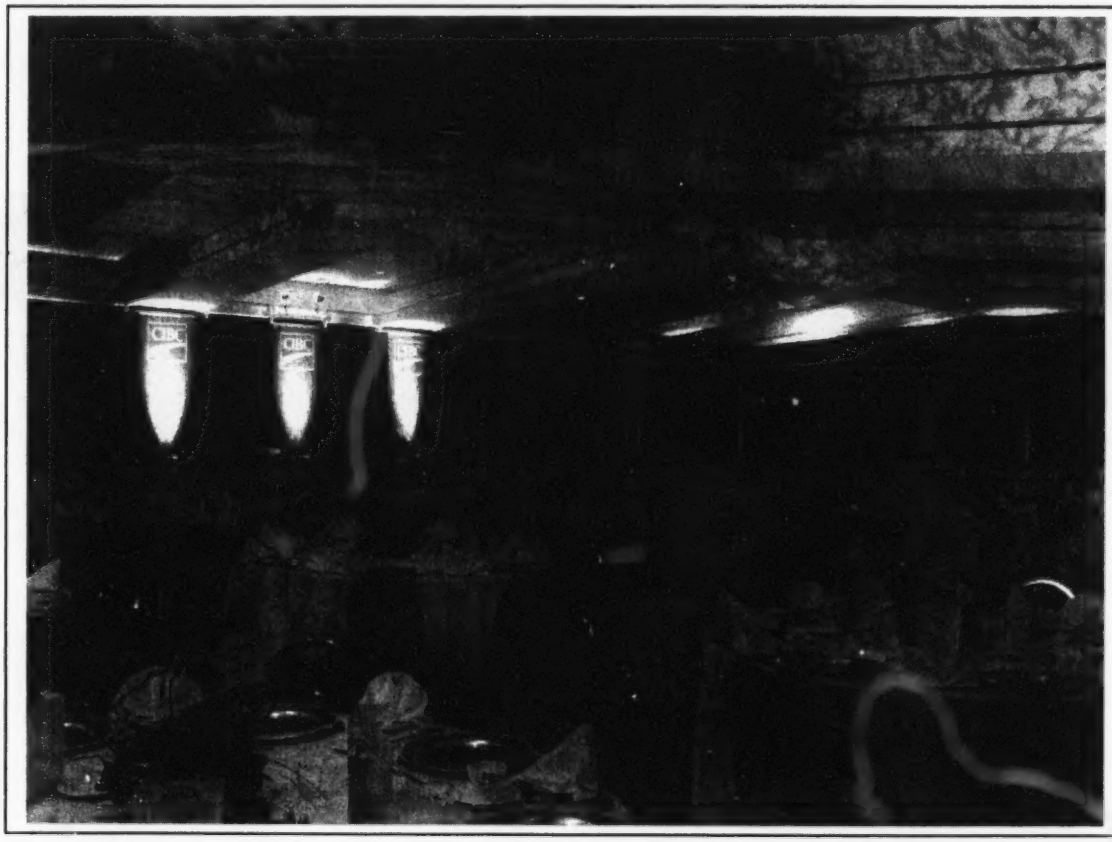
Maintenance of Facility:

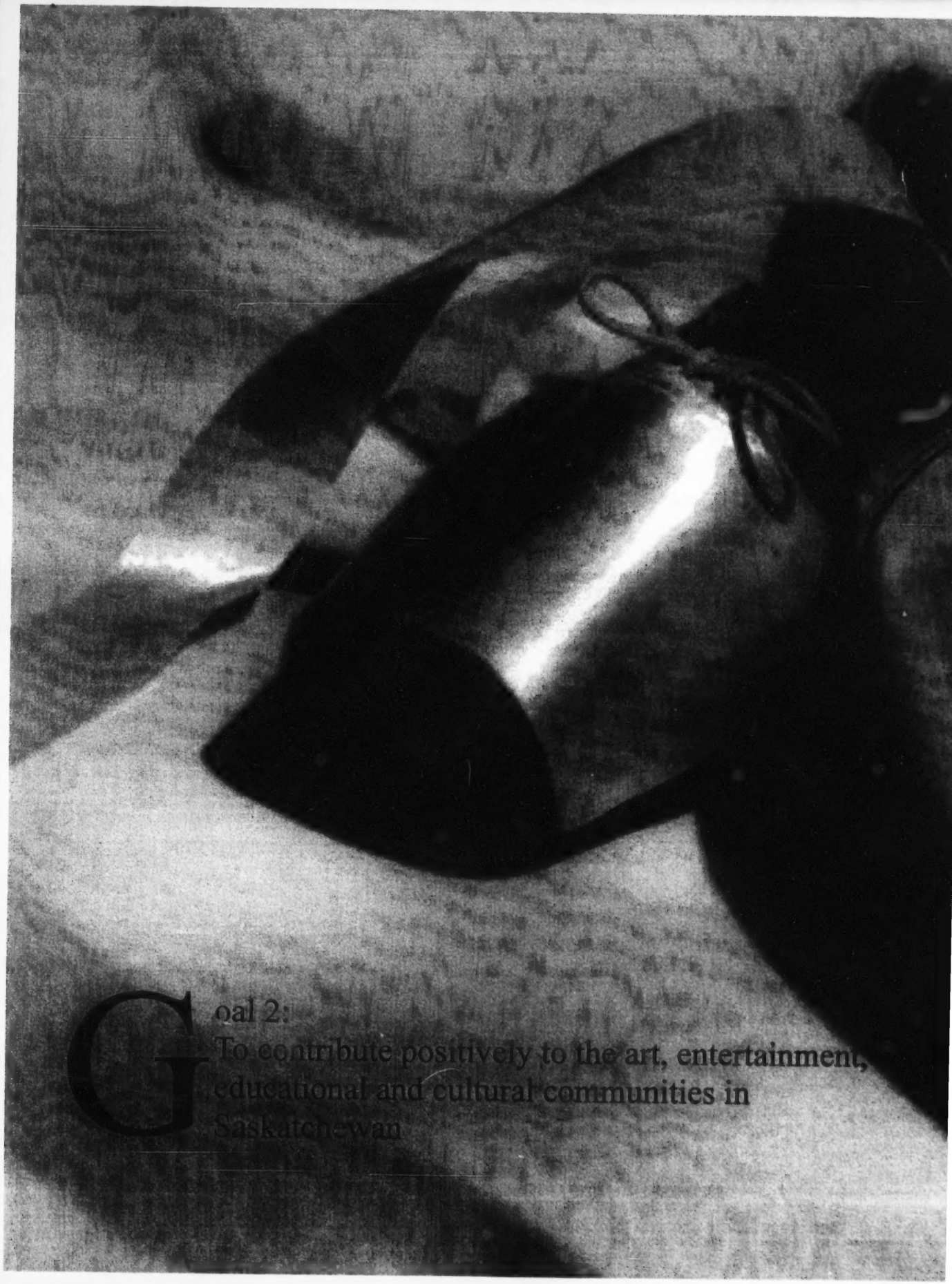
In 2009-10 a lighting design has been completed for the Shumiatcher Room theatre lights. The curtain replacement program continued with the purchase of the back scrim and the Centre purchased 26 lighting fixtures to up-grade the Centre's lighting inventory. Signage throughout the facility was upgraded. The Centre replaced approximately 200 chairs. The Conexus Arts Centre moved forward with a number of capital up-grades including the purchase of 250 new chairs, the time magement system, the security system, a podium, a sound system for the theatre lobby, repair to theatre benches, lighting equipment for the Shumiatcher room, a new forklift, back theatre drapes, theatre lighting fixtures and several computers have been replaced. The Centre completed general painting of the building.

Technology:

The Centre completed the time management system in 2009-10. Other initiatives for the fiscal year 2009-10 included the installation of an intercom system at the backstage entrance. The intercom system has been connected to a number of areas in the building which will allow the backstage position more flexibility. The security system has been installed and is operational. Several computers were replaced. The web-site continued to be updated and additional information added and continues to be very well received. Late in the fiscal year we began researching opportunities to upgrade the web site to be completed in 2010-11. The Centre's Technology Committee continued to meet regularly throughout the year. The Centre's computer polices were updated to reflect changes made throughout the year.

Customer Service/Knowledge Training: The Conexus Arts Centre continued to provide training programs and seminars including departmental team building and publishing information on Centre standards and practices in the staff newsletter. We have included editorials from the Management team throughout the year. Client Services Staff continued the national certification process in Special Events Coordinator and Special Event Manager. The Client Services Manager worked on the development of the International Special Events Manager certification and was a finalist for the Canadian Event Planner of the Year through Canadian Events. The Centre was nominated for a Paragon Customer Service Excellence Award—Business category in 2009-10. We continue to acknowledge our customer service excellence through our employee recognition program, The Spotlight is on you. Several successful succession planning seminars were held.





Goal 2:

To contribute positively to the art, entertainment, educational and cultural communities in Saskatchewan

Goal 2 To contribute positively to the art, entertainment, educational and cultural communities in Saskatchewan.

The Conexus Arts Centre strives to develop additional ways to contribute to the entertainment, educational and cultural communities in Saskatchewan. The Centre set objectives to continually improve on this critical component of The Conexus Arts Centre's direction.

Programming Plan:

In order to support provincial non-profit organizations through sponsorship initiatives the Centre worked in collaboration with promoters, producers and sponsors. Some of the events the Centre co-promoted or sponsored in the fiscal year 2009-10 included: The Regina Symphony Orchestra, The Royal Canadian Legion, Regina Chamber of Commerce, Regina Public Library, Do it with Class—Young People's Theatre, Welcome Wagon, EMCY Awards—Diversity Canada, The United Way, Santa's Anonymous, Breast Cancer Action Saskatchewan, Arthritis Society, Regina Business and Professional Women, North Central Family Centre, Kinsmen Foundation, Chinese Cultural Society, Jingle Bell Run, Festival of Trees, Saskatchewan Sports Hall of Fame, Prairie Conservation, The Canadian Club, Saskatchewan Express, Tourism Saskatchewan, Regina Professional Event Planners Association, Regina Catholic Schools, Lions Sight, Ranch Ehrlo Society, Chris Knox Foundation, Hispanic Community Association, Philippines Association, Juvenille Diabetes Association, Regina City Police 1/2 Marathon, Friends of Wascana Marsh, YWCA, Regina Cosmopolitan Club, Kroneau Community Club, Women of the Dawn, Nature Saskatchewan, Dance Plus, Dance City, Martin School of Dance, Tourism Regina, Eastview Rotary, Heritage Canada, Hockey Regina, Ash Rae Foundation, Conquest Boys Club, Regina Police Cadets, Daughters of Penelope, Saskatchewan Prayer Breakfast, Canadian Diabetes, James Hamblin School, Balfour High School, Leboldus High School, Winston Knoll High School, Thom Collegiate, Campbell Collegiate, Opera Saskatchewan, New Dance Horizons, Elsie Mironuck School, Walker School, St. Lukes School, Queen City Marathon, Fantasy Foods, Campbell Collegiate After-grad, Queen City Quality Childcare Cooperative, Greenall High School Alternative Education Work Program, Riffle High School Arts Project, Longman Social Club, Regina Public Schools—Work based learning program, Cysitc Fibrosis Canada—Regina Branch, Scott Collegiate, Canadian Human Resource Tourism Education Council, Saskatchewan Cancer Soceity, Youth Ballet of Saskatchewan, Joints in Motion, Optimist Band Festival,

Youth: The Centre's goal of working with schools and associated educational organizations to create opportunities for youth to perform or attend arts and educational events at the Centre was a priority once again in 2009-10. This included arranging tours for several high schools. We offered non-profit rates to Do It With Class—Young People's Theatre, New Dance Horizons, Martin School of Dance, Youth Ballet of Saskatchewan, Dance Plus, Saskatchewan Express, O'Neill High

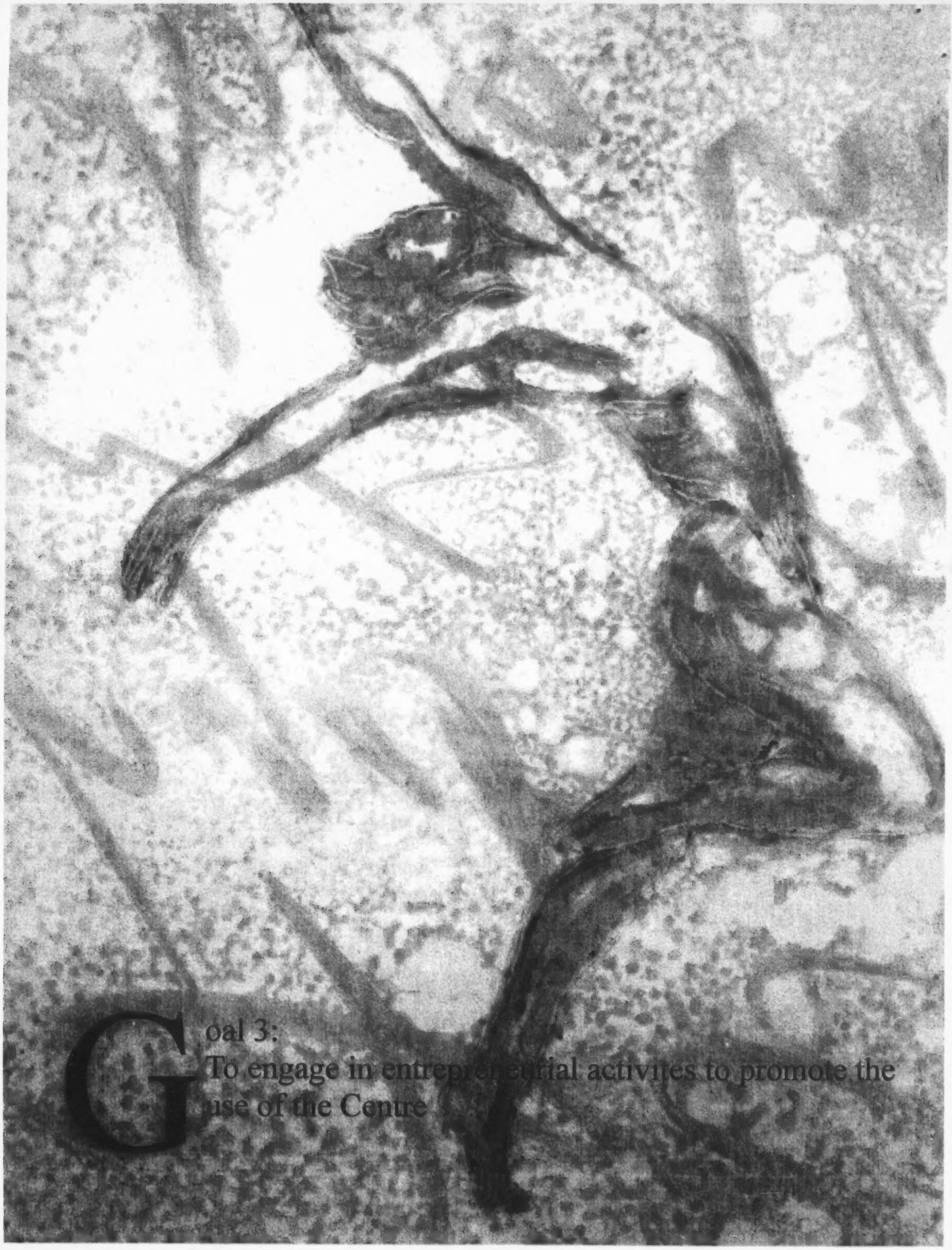
School.. We provided our Air Bounce amusement game to many schools from Regina Public, Regina Catholic and Prairie Valley School Divisions. The Centre supported Elsie Mironauk School – Blasting Sterotypes Presentation, St. Pius School Reading Program and Luther High School work experience program. The Centre also partnered with Walker School.

Entertainment/Promotion:

The Centre continues to strive to present a wide variety of entertainment programming. The Centre presented the following Family entertainment in 2009-10 Youth Ballet of Saskatchewan, Breaking Down Stereotypes, Regina Symphony Orchestra Performances, Cirque Sublime, Playdate with Max and Ruby, O'Neil High School Choir, Dance Plus, Saskatchewan Express, Dance City, Danskapades, Do It With Class—Young People's Theatre, High School Musical, The Backyardigans, Moscow Ballet—Great Russian Nutcracker, Royal Winnipeg Ballet—Moulin Rouge, Little Bear—Winter Tails, Jesus Christ Superstar, Regina Catholic Schools Christmas Concert, Kinsmen Telemiracle, Queen—It's some kind of Magic, Jesse Cook, National Aboriginal Achievement Awards, Downtowner's Optmist Band Festival.

New Relationships:

We are pleased to continue to develop our partnership with Conexus Credit Union, a like-minded community driven company. New relationships have also been established with A-1 Rentalls, SGI, Astral Media—Big Dog 92.7 Radio, Prairie Dog Magazine and E & J Gallo.



Goal 3:
To engage in entrepreneurial activities to promote the use of the Centre

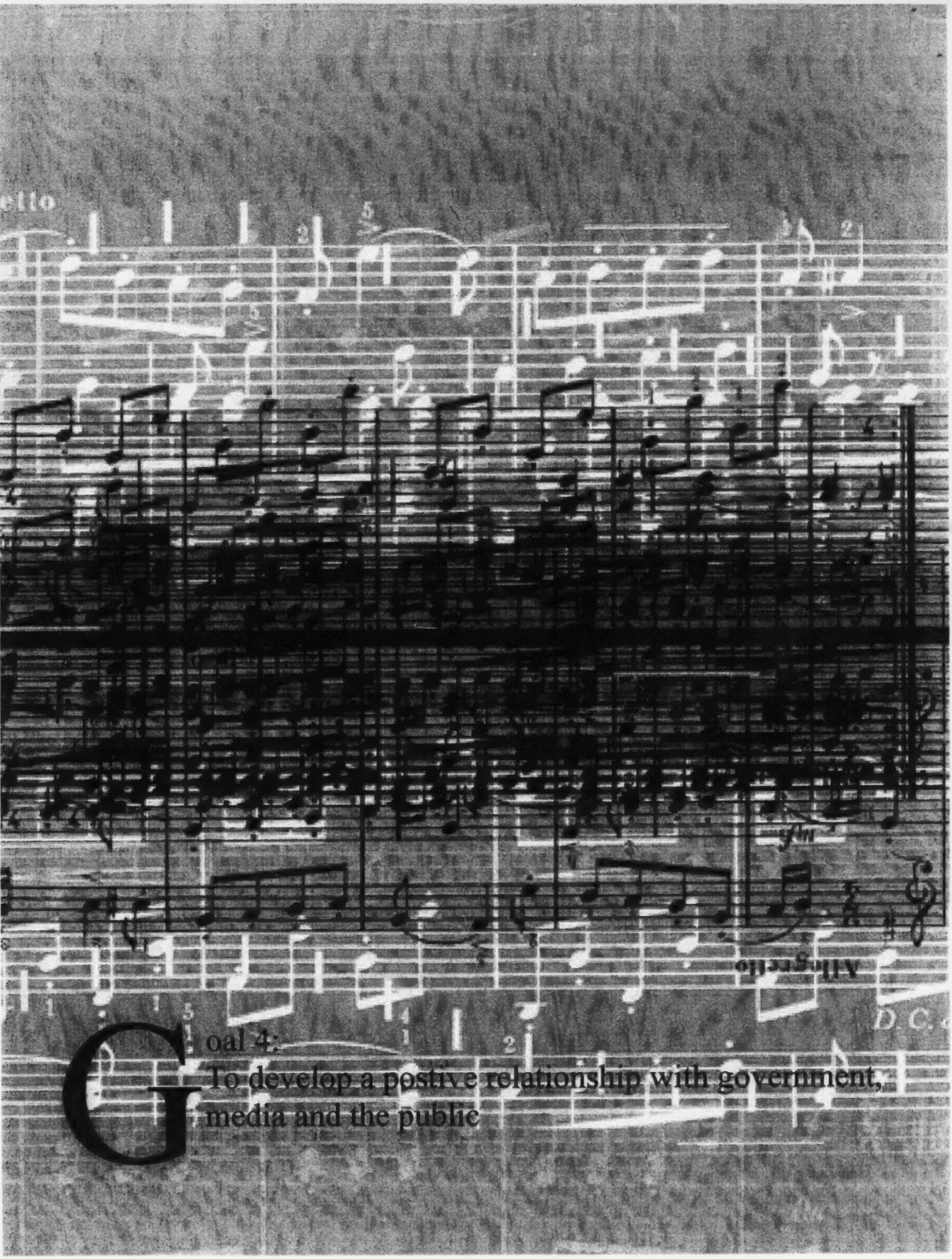
Goal 3: To engage in entrepreneurial activities to promote the use of the Centre.

The Centre continues to work with various groups to present as many activities at the Centre as possible. In 2009-10 our objective was to work with at least five new organizations.

New Events:

New events held at the Centre in 2009-10 included: Indian and Northern Affairs, Native Plant Society, Access Communication, Ford of Canada, Cooperators—New Event, Regina Public School Board, Kim's Tae Kwondo Competition, Enterprise Saskatchewan, Phoenix Residential Society, Association of Regina Realtors, Ranch Ehrlo, Hispanic Community, Kard Sharks Trade Show, Stantec, Wascana Centre—Christmas Party, Souther Interiors—Christmas Party, Bennett Dunlop Ford—Christmas Party, YTB Marketing, Viterra Group, See your Future Trade Show, AEComm, Regina Chamber of Commerce—luncheons, Global Save Tax Meeting and Receptions, CHMC, U of R Resident's Services Banquets, Regina Mental Health, Saskatchewan Grey Cup Party, Rogers Communication, Info Tech Office, Automatic Designs, United Way, Saskpower Science Fair, R-Dot Gaming Trade Show, Francophone Society of Saskatchewan, Ace Awards Banquet, Saskatchewan Government Communications Conference, Fellenger Meats, Ash Ray Foundation, Sysco Trade Show, Health Canada, Self-Produced Senior's Expo, Saskatchewan Protocol Office Dinner, Rib-Fest Festival, Tupperware, Western College, RCT Fam Tour, Opera Saskatchewan bar-b-que, World Financial, Sask. Ministry of Agriculture, Cobb Swanson, Celero, McKenzie Piano Recital, Greenall High School, Canadian Diabetes Association, Canadian Society of Safety Engineering, Workers Compensation Board, Sask. Visible Minoriotoes Conference, Mannatech, FCC Conference, Nature Sask. Dinner, Financial Management Institute, Juvenille Diabetes Assocation, Primerica, EMCY Media Lanch and Awards Banquet, Wesco Tradeshow.

Other Opportunities: The Centre continues to aggressively pursue the wedding business as well as individual departments within organizations who are currently clients. We again worked with Breast Cancer Action Saskatchewan to present a Ladies Night Out in October. We continued our relationship with Festiv-Ale which produced the Festive-Ale Beer Festival in February. We also worked again with Can West Shows of Calgary to encourage them to bring tradeshows to Regina. We worked with Canwest to present Taboo—the Naughty but Nice Trade Show. The Centre worked with the Regina Symphony Orchestra throughout the year. The Centre also presented Regina's 2nd annual Pet Expo in January with over thirty trade show booths, 7 seminars and Kaos Dog Sports demonstrations. The event was a huge success. We also continued to work with various promoters to mesh their show with our facility. We continued to review our client base and focus on clients who no longer host their events at the Centre, determining the best way to draw these clients back to the Centre.



Goal 4:
To develop a postive relationship with government, media and the public

Goal 4: To develop a positive relationship with government, media, public and all related organizations and individuals.

A key part of the Conexus Arts Centre's role focuses on developing positive relationships with the community. Key activities in 2009-10 included:

Community Participation:

The Conexus Arts Centre was very active in various Regina and Saskatchewan organizations and groups in 2009-10. Representation included membership in: Regina Chamber of Commerce, Regina Comedy Festival, Regina Professional Event Planners Organization, International Standards for the International Event Manger Certification Committee, Saskatchewan Tourism Education Council, International Association of Event Managers, Qu'Appelle Canada Day Committee, Southeast Regional Library, Regina Convention Team, Regina Canada Day Committee, Queen City Marathon, Regina Humane Society, Kronau Heritage Committee, Bread of Life, Luthern Church, YWCA Women of Distinction Awards Gala Committee, Regina Executive Club, Indian Head Air Cadets, Knox

United Church, James Hamblin School Arts Festival Committee, Qu'Appelle Fire Department and 1st Responders, Qu'Appelle Spirit Community Newspaper, Apprenticeship and Trade Advisory Board for the Cooking Trade, Culinary Arts Foundation of Regina, CarMichael Outreach Committee, Culinary Federation—Regina Branch and Wascana Partners.

Key Stakeholder Relationships: In order to best provide measurable results in developing positive relationships the key stakeholders have been segregated:

The Government: The Conexus Arts Centre plays a key role serving as the voice of the public to the Government—municipal and provincial. In that role, the needs, concerns and issues, as well as the accomplishments are conveyed to the various departments. We also act on behalf of the government to ensure that we become better advocates of the arts through our relationships with elected officials and government staff.

The Media: The Centre developed a Media Relations Plan in 2009-10 including on going development of relationships with every Regina media outlet in every medium. This has continued to translate into frequent appearances on CTV and Harvard, Rawlco and CJTR Radio to promote upcoming shows and events. Further relationships were strengthened with Global TV and the Leaderpost. Partnerships with national media and marketing personnel continues.

The Public: In 2009-10 we continued to provide feedback information forms to our clients and sending out questionnaires via email and fax. We distributed Client Services Catering Surveys to over 3300 email subscribers. The response was amazing. In this survey 93 to 98% of respondents rated the Centre very good to excellent in such categories as staffing, service, cleanliness, comfort of facility, value of the Centre, Centre's support of developing performing arts, support of non-profit organizations, Centre's profile in our community, marketing, food quality and menu selection. We also continued doing surveys at theatre events asking guests: How would you rate our staff at the Centre—Box Office, Ushers, Bar, Coat Check, Other Staff. How would you rate the following at the Centre. Cleanliness of Public Areas, Comfort of theatre, Temperature, Décor, Access to Parking Areas, How would you rate the following at the Centre: The value of the Centre's importance in our community, The Centre's support of the development of Performing Arts in our community, The Centre's support of non-profit organizations and community activities, The Centre's support of academic and artistic development of youth in our community, The Service at the Centre, The Centre's profile in our community, The marketing of upcoming shows at the Centre, The food quality, The Menu selection. We also asked : What type of performing arts events do you like to attend: Choices included: Classical, Country, Musical Theatre, Rock, Jazz, Children's, Urban, Ballet, Comedy and Other. We were very pleased in the increase in most areas. We also attempted to raise public awareness and credibility. We used various mediums to accomplish this including internet, email, newspaper, direct mail and public relations type events. We distributed eblasts on what is happening at the Centre, including new shows and events throughout the year. We set up a facebook account. We continue to review the duty manager

reports at weekly management meetings. Client Services continues to follow up with clients in person or by telephone as soon as possible after an event. We undertook consultation with promoters and research of other venues to ensure that we are competitive in our pricing, and our mission to maintain the highest possible level of customer service to our clients.

Mark in the Community: The Conexus Arts Centre's 2009-10 marketing plan continued to focus on the branding of the Centre. This included the Leader-Post.com web banner campaign, new ticket mailing envelopes with connection branding and The Conexus Arts Centre Connection continued to be an important part of our branding that was used across all forms of media including radio, print, newsletters, busboards, etc., The electronic billboard advertised events at the Centre throughout the year. The web-site was again redesigned to update events, news, update employment pages and the Club Connect Youth Program. The Photo Gallery was also updated in the latter part of the year. We began investigating other survey options for our website. As a priority of the marketing department is deemed to be to find ways to articulate the intention of the Centre to be prominent in and accessible to the community this was addressed throughout the year through radio, TV and personal contacts. We introduced a new initiative in 2009-10 called The Centre Cares Program. This program saw a collaboration between the Centre, various show promoters, SGI, and North Central Family Centre. The Marketing Committee continues to meet weekly. This committee identifies new opportunities to develop our marketing and increase our visibility in the community. The results of these meetings are reported to the Management team at the weekly management meetings. We also continued to offer various random draws from our web site as well as special deals for members of our on-line community.

Goal 5:

To promote arts and and educational activities for all ages, with special attention to the youth, to ensure continual audience development now and in the future.

Goal 5: To promote arts and educational activities for all ages, with special attention to the youth to ensure continual audience development now and in the future.

We continually improve our programming for youth and seniors. We have developed new programs specifically designed to provide opportunities for these audiences.

Subsidy Program: The Centre once again worked with Do It With Class to provide reduced priced tickets for their matinees for students. The Centre worked with Elsie Mironuck School to provide reduced rental for Blasting thru Sterotypes for 2,000 grades 7 and 8 students.

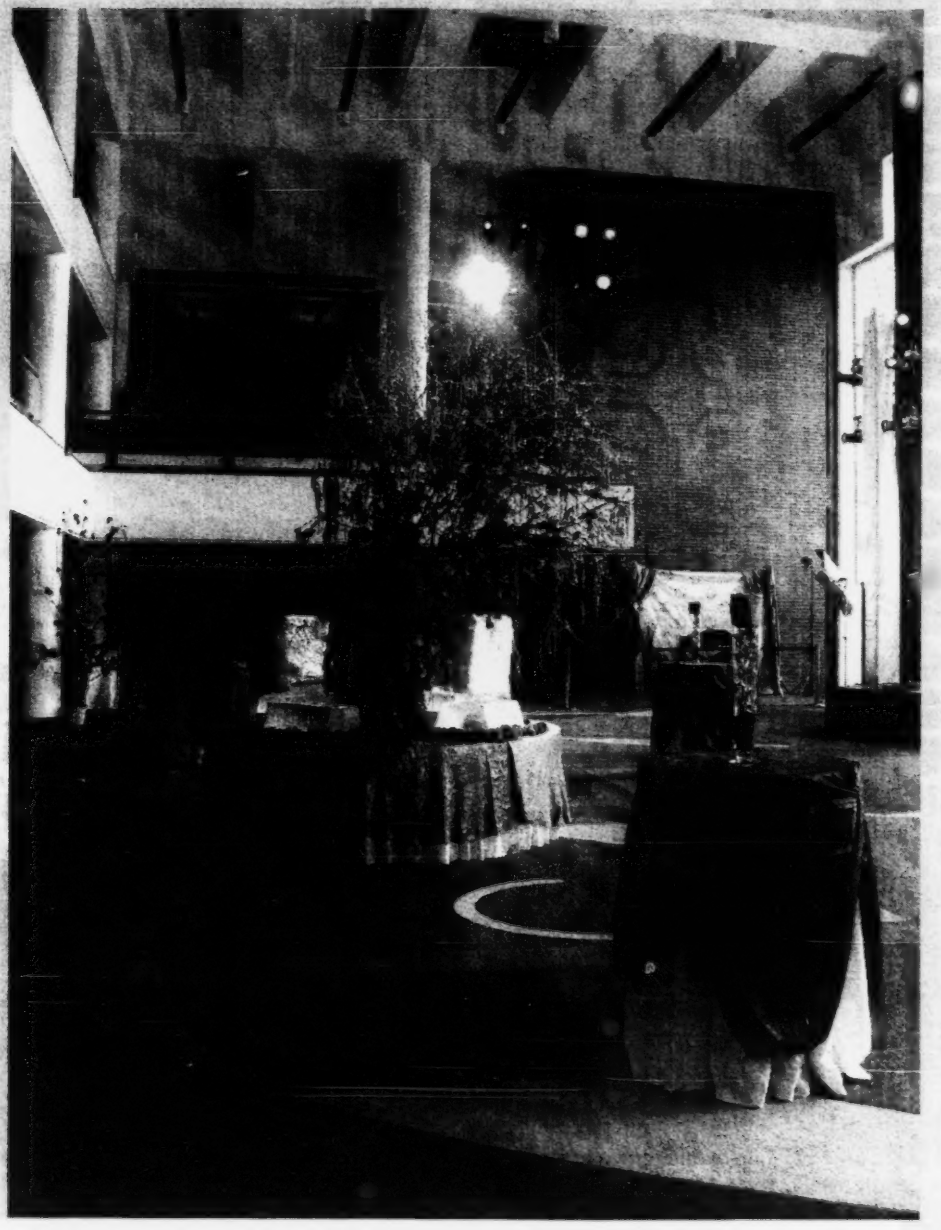
Youth: The Conexus Arts Centre hosted the following shows in 2009-10. Do It with Class, Martin School of Dance, Youth Ballet Company of Saskatchewan, Dance Plus, Saskatchewan Express, O'Neill High School, India Canada, First Nations University of Canada, RCT (Youth Performance), Kroneau Mother's Day Brunch, Ranch Ehrlo, Ribfest, EMCY Awards, Festival of Trees, New Dance Horizons, Conexus Arts Centre and Breast Cancer Action Saskatchewan Ladies Night, Regina Symphony Orchestra, Moscow Ballet's Great Russian Nutcracker, North Central Family Centre, Chinese Cultural Soceity, Royal Winnipeg Ballet—Moulin Rouge, Regina Catholic Schools Christmas Concert, Kim's Tawkuondo, Regina Public School Board, Telemiracle,

Centre staff presented a Ladies Night in support of Breast Cancer Action Saskatchewan in October 2009

Blasting thru Stereotypes, National Aboriginal Achievement Awards, Optimist Band Festival, Chaban Ukrainian Celebration, Sask. Sport Awards.

Seniors: The long-running Senior's Fun Day held each September was cancelled this year, therefore the Conexus Arts Centre created our own Senior's Tradeshow.

Gala Reception for National Aboriginal Achievement Awards
March 2010, Theatre Lobby



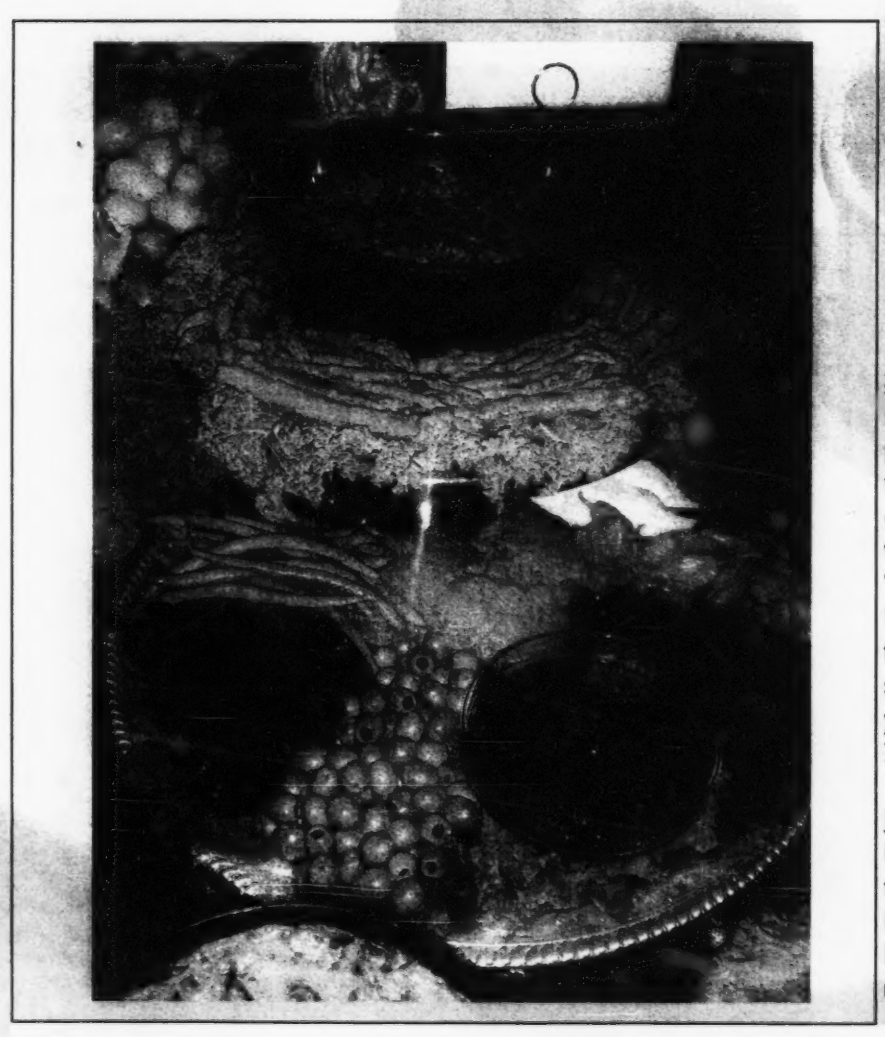
Goal 6:
To provide opportunity for staff dev
by building a high level of morale a
productivity.

Goal 6: To provide opportunity for staff development for building a high level of morale and productivity.

Employees are the key resource of the Conexus Arts Centre. The Conexus Arts Centre's commitment to customer service is founded on the commitment of dedicated employees. This is one of the reasons we invest in our employees. Building and sustaining strong customer relationships requires a workforce that is knowledgeable, motivated and innovative. We believe in promoting leadership at all levels and creating a culture that is customer oriented. As of March 31, 2010, The Conexus Arts Centre employed approximately 357 staff, 27 of these being full-time. As a provider of service, The Conexus Arts Centre's staff are critical to ensuring the organization's success in meeting and exceeding customer's needs and being successful as a business in a competitive marketplace.

The Conexus Arts Centre is committed to providing a positive, healthy and safe workplace for it's employees. The Centre held a number of succession planning sessions in 2009-10. Key achievements in staff development, morale and productivity include:

Partnership with RWDSU and IATSE: The Conexus Arts Centre management continued to build upon the foundation of the strong working partnership it has developed with The Retail Wholesale and Department Store Union (RWDSU) and the International Association of Theatrical and Stage Employees (IATSE).

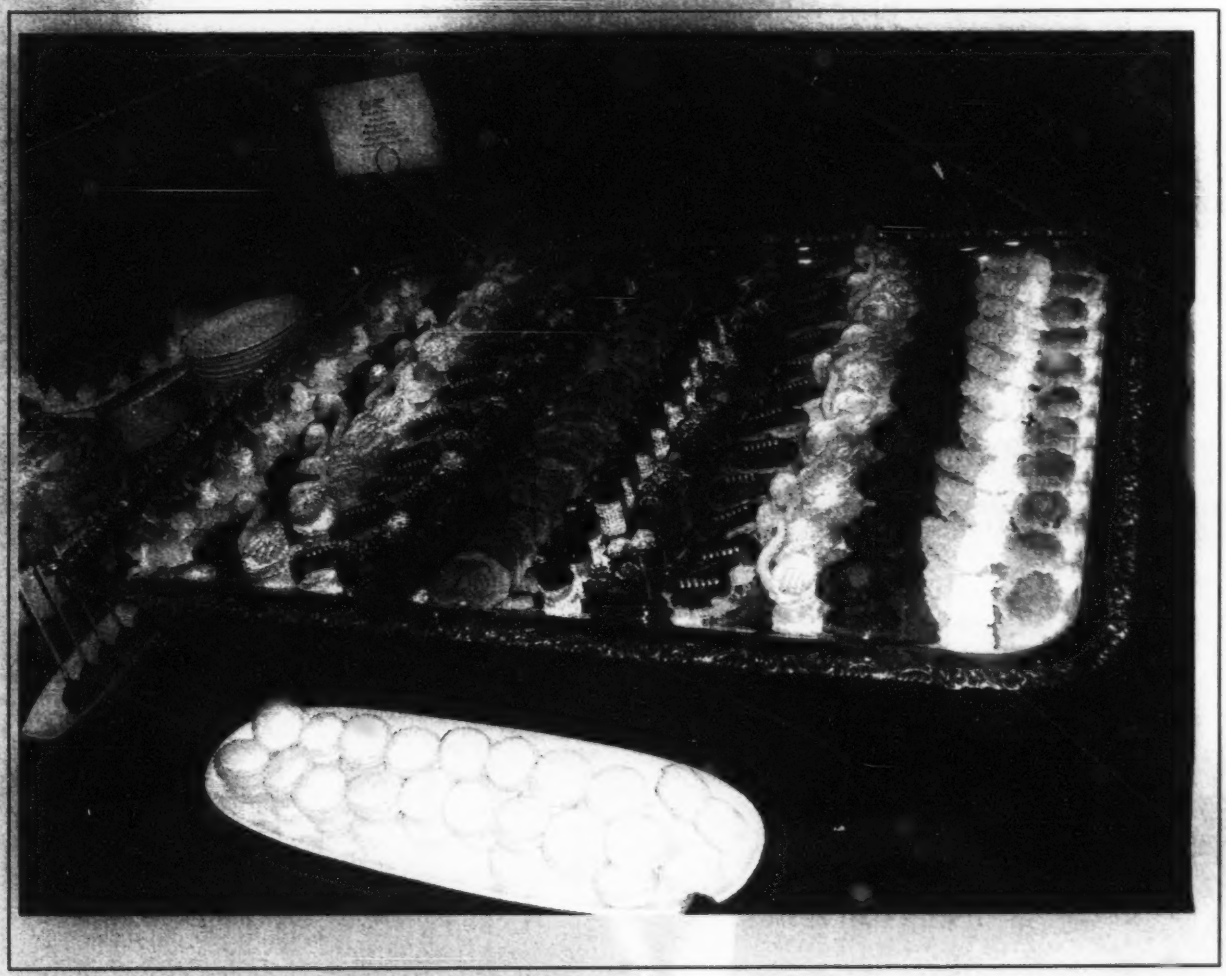


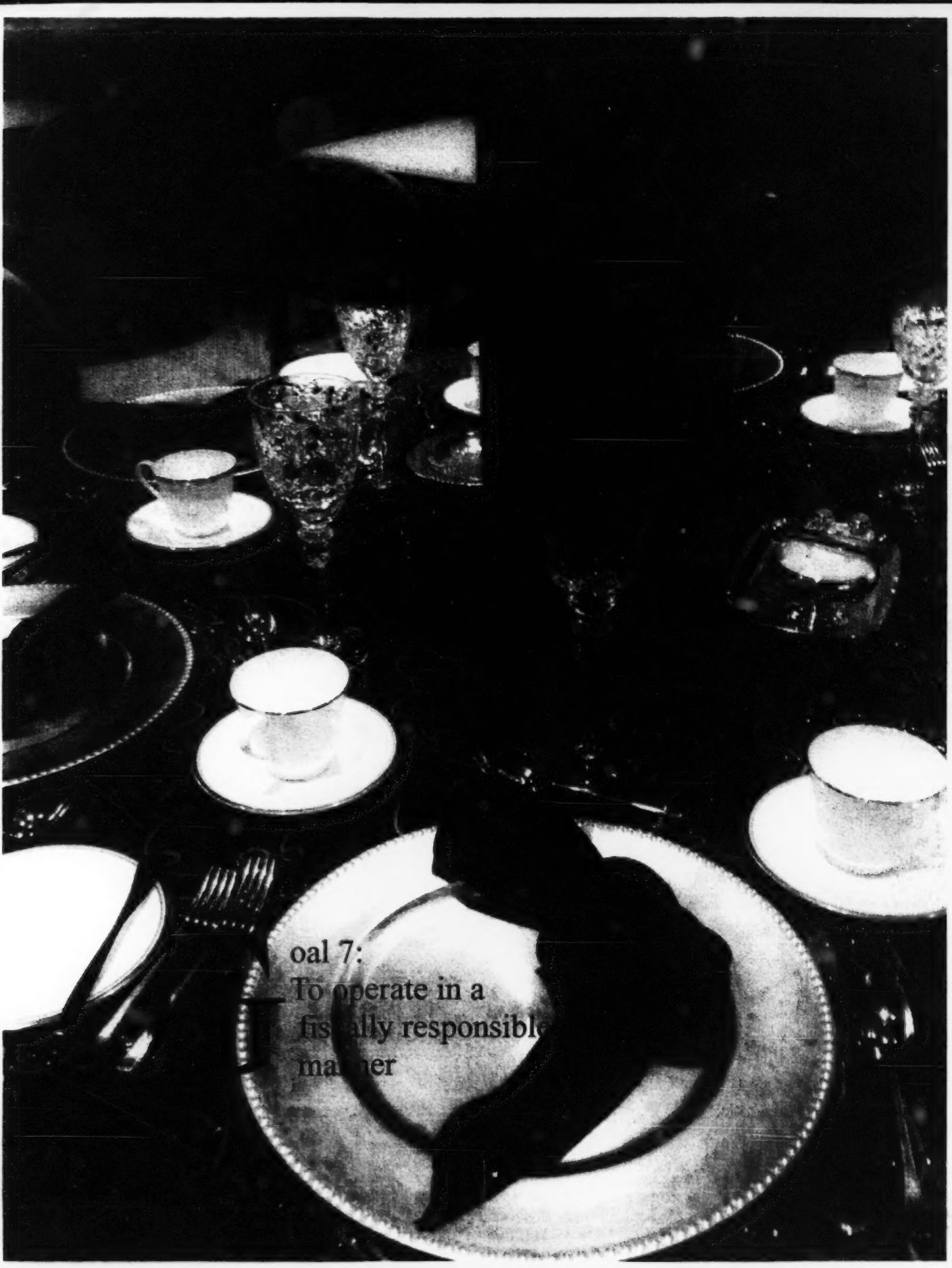
Leadership Training: Centre staff continued to attend training and leadership development in their various fields of expertise. In 2009-10 many management and staff attended various courses and training sessions. Training manuals were updated in several areas this year.

Succession Planning: Succession planning continued to be a priority in 2009-10. The Centre once again set up a number of succession planning sessions which focused on our theme "Looking to the Future". Many of the changes suggested from these sessions, as well as sessions held in the previous year, were implemented in 2009-10.

Pay Equity Plan: The Job Equity Maintenance Committee continued to meet during 2009-10. During 2009-10 the permanent IATSE house positions were reviewed and revised.

Personnel Policy Manual: The annual review of our personnel policy manual resulted in developments including including a "policies" section in our staff newsletter to remind staff of important operational policies.




oal 7:
To operate in a
fis ally responsible
ma ner

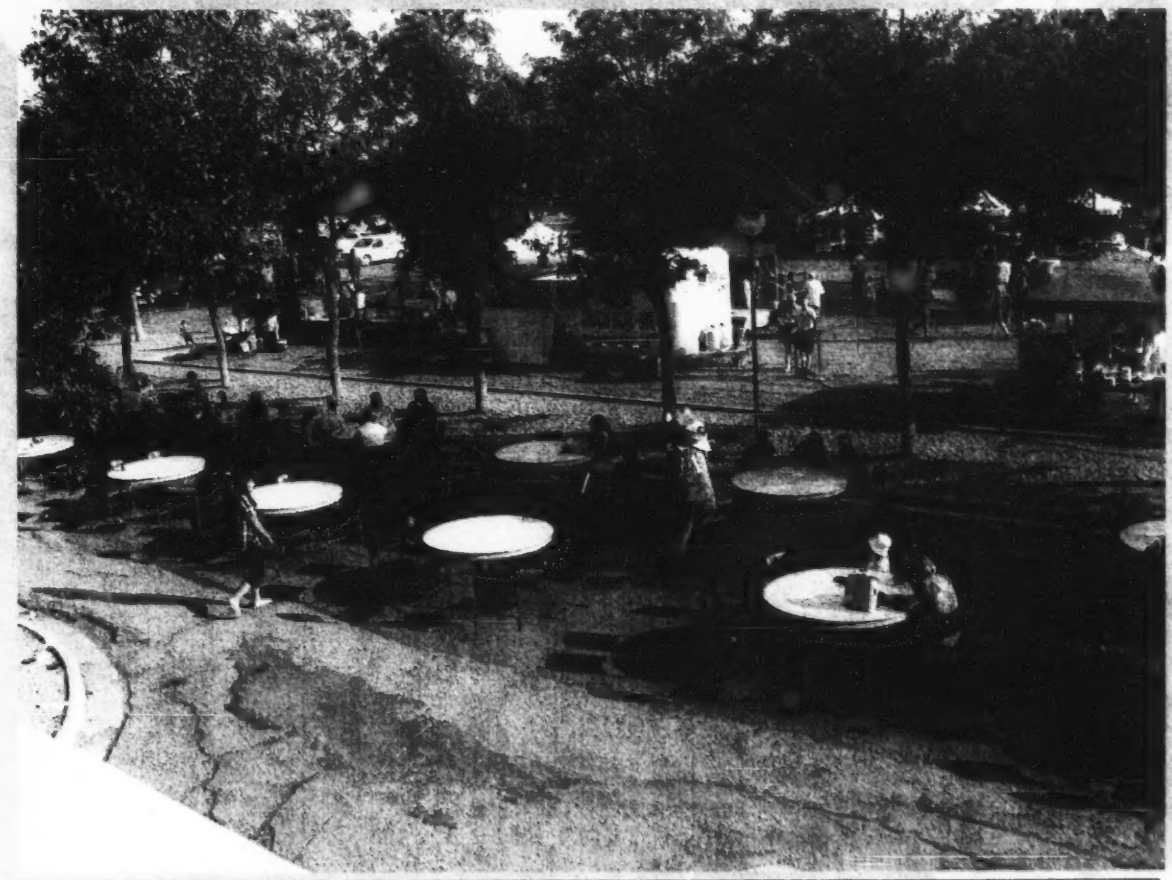
Goal 7: To operate in a fiscally responsible manner.

This goal reflects the Centre's commitment to sound financial management and overall financial accountability. An important part of achieving this goal lies in aligning The Conexus Arts Centre's strategic goals with its financial planning and budgeting processes.

Review on current status: The Finance Committee continued to meet regularly to review the Centre's financial results. Catering and bar departments continued to do an extensive quarterly inventory to track food and liquor costs as well as to identify cost saving opportunities. Price changes, stock levels and specialty items are also monitored. The Centre reviewed and up-dated the five year capital plan.

Solicit Funds: Due to increasing costs the Centre is required to actively solicit funds in order to meet the goals and objectives of the Centre.

Corporate Sponsorship Campaign: The Centre continued to work on developing and nourishing sponsorships. The Centre secured A-1 Rent-Alls, SGI, Astral Media—Big Dog 92.7 Radio and E & J Gallo.The patrons sponsorship board in our main entrance was updated to reflect the partnerships and sponsorship levels of our corporate supporters. Our electronic bill-



Ribfest, August 30, 2009

SERVING COMMUNITIES

Theatre Statistics

Totals Events	Attendance
125	134,836

Convention Statistics

Totals Events	Attendance
601	117,383

SERVING COMMUNITIES

The Theatre once again played host to a wide variety of events in 2009-2010.

APRIL 2009

Regina Symphony Orchestra—Bohemian Dreams

Diana Krall

Divine Performing Arts 2009 World Tour

Cirque Sublime

Investors Group—Martin Dube

New Dance Horizons—Cabane

Lewis Black

MAY 2009

Regina Symphony Orchestra—Road to Joy

Playdate with Max and Ruby

Regina Symphony Orchestra—Guitar Heros

O'Neill High School Choir

Youth Ballet Spring Concert
2 Shows

Dance Plus
2 Shows

Saskatchewan Express Recital

SERVING COMMUNITIES

June 2009

Dance City
2 Shows

Danskapades 2009
2 Shows

Carol Burnett

Do It With Class Young People's Theatre
Don Quixote
3 Shows

Bachman/Cummings

September 2009

Gerry Dee

Regina Symphony Orchestra
Beethovens 5th

Investors' Group—Comedy Night

High School Musical

The Backyardigans
2 Shows

SERVING COMMUNITIES

October 2009

Rory Allen and the Imperials

Tony Bennett

Regina Symphony Orchestra—Flamenco Fire

Howie Mandel

Regina Symphony Orchestra— Little Red Riding Hood

Regina Symphony Orchestra—Halloween Fantastique

Do It With Class Young People's Theatre
Hair
2 Shows

November 2009

Puppetry of the Penis

Rodney Carrington

Just For Laughs

Moscow Ballet
Great Russian Nutcracker

Regina Symphony Orchestra—Jazz to Tango

Royal Winnipeg Ballet
Moulin Rouge

STOMP
3 Shows

Do It With Class Young People's Theatre
As You Like It
4 Shows

Little Bear—Winter Tails

Regina Symphony Orchestra—The Romantics

Jann Arden

ZZ Top

SERVING COMMUNITIES

December 2009

Regina Catholic Schools Christmas Concert

Regina Symphony Orchestra
A Romanza Christmas

Stuart McLean & The Vinyl Cafe

Chantal Kreviazuk

Jesus Christ Superstar

JANUARY 2010

Regina Symphony Orchestra
Going for the Gold

Blue Rodeo

Colin James

Regina Symphony Orchestra—Spanish Flair

Do It With Class Young People's Theatre
Wind in the Willows
4 shows

Cheech & Chong

SERVING COMMUNITIES

FEBRUARY 2010

Regina Symphony Orchestra—Romance of the Dance

Regina Symphony Orchestra—The Oscars

Do It With Class—Young People's Theatre
The Wiz
4 Shows

MARCH 2010

Kinsmen Telemiracle 34

Queen "It's a Kind of Magic"

Jesse Cook

Blasting Thru Stereotypes

Optimist Band Festival

Regina Symphony Orchestra—Crouching Tiger

Lonsdale Boxing—Battle of the Prairies

Regina Symphony Orchestra—Abba Mania

National Aboriginal Achievement Awards

MANAGING RISK

RISK

Risk Management is key to protecting business interests and future viability. The Conexus Arts Centre is exposed to many different risks in its dual role as a self-financing Theatre and Convention, Catering Business and a representative for the Provincial Government in their commitment to Culture.

The first concern of the Board of Directors and senior management is strategic risk. Failure to properly execute strategy to meet the needs of our clients and the mandate set by the government can dramatically impact the corporation's business. Without an appropriate overall business strategy, the Centre's other interests could be compromised as well.

Therefore, the Centre has identified major risks and potential barriers to success and developed strategies to ensure that these risks and barriers can be addressed by timely identification, assessment and prioritization of risks. We continue to review the management practices at The Conexus Arts Centre and to identify gaps in current risk management practices.

LISTEN TO WHAT OUR PATRONS ARE SAYING

The Conexus Arts Centre was thrilled to have been nominated for a 2010 Paragon Award for Customer Service Excellence as well as being a finalist for the Service Excellence Award (Business) for the Tourism Sasaktchewan Awards of Excellence. Our Client Services Manager, Lynn Severt was also named a finalist for the Canadian Star Award for Canadian Event Planner of the Year.

A sampling of the comments included in our letters of support follows:

"The Conexus Arts Centre at one time had, as part of their marketing campaign, the slogan "the only thing we overlook is Wascana Lake." How true this is!" The Saskatchewan Sports Hall of Fame has been pleased to host our annual Induction Dinner at the Conexus Arts Centre for the past 25 years. During that time our organizating committee has always been pleased to host our annual Induction Dinner at the Conexus Arts Centre for the past 25 years. During that time our organizing committee has always been impressed with the attention to detail and exemplary customer service that the Centre staff has afforded us. The team that they put together in support of our event, both leading up to and during the event, is second to none, and our event is most definitely their event. They look good and so do we"

Sheila Kelly, Executive Director
Saskatchewan Sports Hall of Fame and Museum

"Professional, knowledgeable, informative, are just a few words to describe the Conexus Arts Centre and staff! Having personally in excess of 12 years dealing with Theatre Services, the Box Office, Marekting and Technical support every step is a smooth process. High marks for customer service as any and all inquiries are promptly responded to. With reasonable costs resulting in reasonable ticket prices we are able to offer events which are affordable and suitable for the entire family. "

Nancy Romanycia
Director of Touring
Jeff Parry Promotions

"We appreciate the professional manner and enthusiastic attitude from all staff of the Conexus Arts Centre. They are always willing to help and assist us in all stages of our event—from initial planning to final site set up and actual event function delivery. They not only meet our endless requests with a smiling face at all times, they will also regularly anticipate our needs and help us even before we ask for them. We believe their "customer always comes first" policy have made our task, as volunteers, in organizing such functions a lot easier and these are definitely factors to help us in selecting the Conexus Arts Centre for our next function. We are always proud to have such an excellent facility in Regina. The excellent service provided by their staff to their clients has made it a great place for all people in Regina area to enjoy its various functions available."

Victor Chang, Ph.D., President
Chinese Cultural Society of Saskatchewan

LISTEN TO WHAT OUR PATRONS ARE SAYING

"Every staff member I met was friendly, courteous and knowledgeable. In my opinion the Centre is the best facility in the province (and one of the best in the country) in respect to excellence, flexibility, customer service and overall guest satisfaction."

JP Ellson
Successful Event Production Inc.

"The system (Catholic Schools) began holding their Christmas choral concerts at the Centre because of the tremendous opportunities this facility and its staff have provided for our students. We have consistently received the same level of service from the staff that any professional touring act would receive. They have also been extremely accommodating. We have been very fortunate to have worked with so many caring individuals over the last fifteen years and look forward to many more years of involvement with the Conexus Arts Centre."

Alana Baumgartner
Rob Nelson
Tom Sax
Choral Directors
Archbishop M.C. O'Neill High School

"I have worked personally with them for thirty years and can speak with the highest level of confidence to the outstanding assistance they have continually provided. Throughout the years, their service has been exceptional and their attention to customer satisfaction has been exemplary. They have kept pace with changing times and technologies, matching and often exceeding our needs as we have sought to deliver quality events. Their staff is polite, patient and accommodating, which speaks directly to the strength of its administrative leadership. They recognize the importance of customer appreciation."

Bev Liski
University of Regina

"Throughout the entire time we have held events at the Centre the facility has been outstanding. The staff at the Conexus Arts Centre is exceptional. From our first contact when booking an event, through to the conclusion of the event we have always received full cooperation from the entire staff. The event staff work with you to select the best available date for your event. The technical staff are knowledgeable and willing to assist with any questions or changes you may require. The Executive Chef and his staff always expertly take care of catering needs bringing rave reviews from our guests. The maintenace staff is always on standby for those spills and clean ups that always take place during an event. This is what makes working with the Conexus Arts Centre a truly enjoyable experience."

Craig Rogers, President
Western Show Productions

LISTEN TO WHAT OUR PATRONS ARE SAYING

"We are very pleased with the quality of service we received while hosting our 2009 SARM Midterm Convention at the Conexus Arts Centre. I sincerely appreciate the friendly staff at the Conexus Arts Centre, they make my job easier! We would definitely recommend the Conexus Arts Centre to others for any type of event.:"

Kristina Buitenhuis
The Saskatchewan Association of
Rural Municipalities

"Right from the coat check, security and staging and maintenance people, to the bar, catering and kitchen personnel and to the admin staff I found all offered exemplary service that should be noted. Second to none service always come to mind. You and your staff should be recognized for the service you provide this community."

Larry Gregga
Investors Group Financial Services

"Thank you for the opportunity to work with you and your people at the Conexus Arts Centre. Your people have been timely, quiet, and above all, helpful when we have immediate needs. The quality of the food served has been superb from two perspectives. The freshness of the food, the timeliness of the serving which assists in the warmth of the food."

Sherry Knight, President
Dimension II

"I would like to take this opportunity to thank you for the continued excellent standard of service we have received in all of our dealings with the Conexus Arts Centre and its staff over the past eight years. We value the prompt, courteous and efficient service we receive at your venue. We are especially appreciative of the constant professionalism and hard work of your staff, particularly in our dealings with the box office and front of house staff. Just for Laughs produces hundreds of shows in Canada during the course of the year, and the dedication and commitment of your staff serves to time our shows better and our jobs easier."

Suzanne Hinks, Operations Manager
Just for Laughs

"Starting with our inaugural show in 2009, the Conexus Arts Centre left us thrilled with our overall experience as they exceeded all our expectations. The continued customer service from every person we came in contact with was over and above all norms. As a result the Taboo Show (The Naughty but Nice Sex Show) continues to come back to Conexus—in favour of working with this great team of people. In fact it is one of our crew's yearly highlights. We are also proud to be relocating our Regina Health Show to Conexus this year, and look forward to continued success. It is not only our most professional recommendation that goes out to the Conexus Team but our most heartfelt as well.

Terra Connors, General Manager
Canwest Trade Shows Inc.

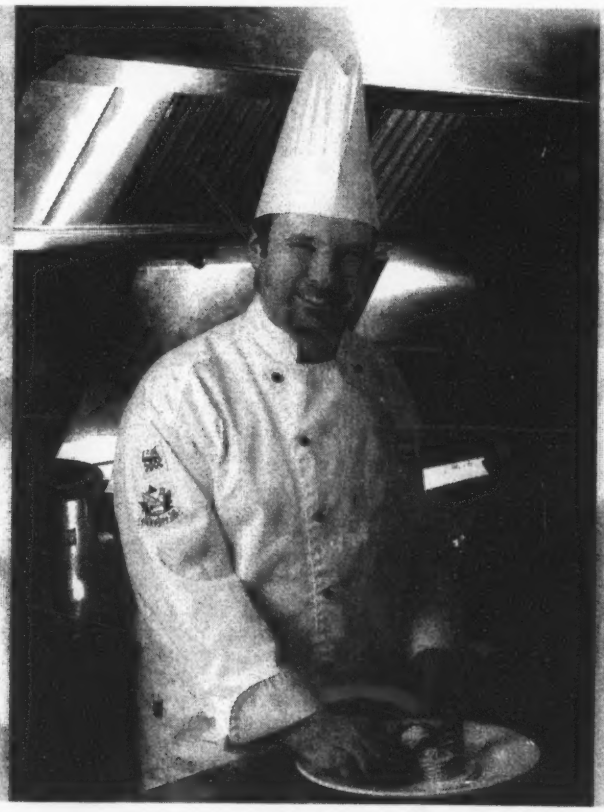
LISTEN TO WHAT OUR PATRONS ARE SAYING

"The main theatre was the perfect venue for our fundraising concert for the Regina Food Bank. I was very proud to have the Dove Award-winning Imperials quartet join me on stage in the beautiful facility to help raise money for such a worth-while cause. The Imperials were also impressed with the acoustic and visual excellence of the theatre. On behalf of my staff and crew, I want to express our appreciation for a wonderful evening and hope there is an opportunity to work with you again sometime in the future."

Rory Allen

"The staff of the Conexus Arts Centre truly make it feel like the home of the RSO. Every staff member we deal with, from the Box Office to Client Services to Catering to Management, are helpful and attentive to the needs of the RSO musicians, staff and audience. They go above the call of duty by enabling us to plan and execute our events together. For example, on December 3, 2009, the RSO proudly celebrated its Centennialwith a black tie gala held on the CAC stage. The event was completely unique, with a custom stage for the orchestra built over the seats in the audience, as well as gourmet food and the amazing ambiance of the Theatre. Everyone in attendance was pleased to be part of this once-in-a-century evening created by the Client Services team at the Conexus Arts Centre. The Regina Symphony Orchestra is proud of the Conexus Arts Centre and the staff who make it the fine entertainment experience that it is.

Brenda Sherring
Interim Executive Director
Regina Symphony Orchestra



Chef Leo Pantel prepares a dessert medley

LISTEN TO WHAT OUR PATRONS ARE SAYING

"The evening was a great success again and a lot of the thanks goes to your staff. The food was great. The washrooms very clean. The set up crews and the food services delivery was excellent. Your "preparedness" was once again exceptional. It flowed smoothly and the participants and the crowd enjoyed the evening. "

Murray Duke
Sask Sport (March 25, 2010)

"All the employees at the Centre were very professional the entire event. Great Job!."

Rhoda Ferner
U of R Faculty
of Business Administration

"My wife and I thought everything on Saturday night was fantastic,we thank you for making our night very memorable,everyone enjoyed the hard work you and your staff did for us from the ice sculpture to the wedding cake was more than we could imagine thank you."

Mike and Lisa
Wedding
(March 2010)

"The Centre is a great place for our function—It's an excellent facility and the service is second to none."

Irene Deck
IE Accessories

"It was a fantastic night! Great success! Everyone enjoyed themselves, and we definately got the message across...:))
Thank you!!!"

Lindi Rae Edge
And
Cindy Coleman
Beyond Entertainment
(January 2010)

"it was a beautiful evening and your staff was excellent!!! So great to work with. By show time all was set up and looking wonderful. Our guests truly enjoyed the evening and had all good things to say. I was on the run so I did not get a chance to taste the desserts but they looked beautiful and delicious. Thank you for everything!"

Rose Flaman-Trehas
Pure Fashion
(March 2010)

"Your chef and kitchen staff really impressed us! We are still having guests come to us saying it was the best wedding meal they have ever had!"

Jacqueline and Randy
Wedding
(May 29, 2009)

"Thanks for the prompt reply, and THANK YOU for being so accommodating! You've definitely made our wedding planning a breeze! Thanks again!

Megan and Riley
Wedding
(March 2010)

2009-10 CORPORATE BALANCED STATEMENT AT A GLANCE

Below is a summary of The Conexus Arts Centre 2009-10 Balanced Statement, including its vision, mission, guiding principles and key goals. Our goals articulate the key outcomes that the Conexus Arts Centre seeks to achieve in advancing its vision. The section below provides a detailed overview of our objectives, key actions and performance measures.

The Conexus Arts Centre Vision:

The vision describes the ideal state to which the organization strives:

- Customer Service Excellence
- Progressive business operations and fiscal responsibility
- Support of Cultural Organizations

Guiding Principals:

Integrity: We will be honest, fair and trustworthy in our activities and relationships.
Social Responsibility: We will conduct our operations in a manner that balances revenue and social responsibility
Fiscal Responsibility: We will conduct our operations in a fiscally responsible way.
Accountability: We will be accountable to the Saskatchewan people for our actions, decisions and performance.
Open Communication: We will communicate and consult internally and externally in an open, direct and respectful manner.
Mutual Respect: We will be respectful in our interactions, based on fairness, equity and openness, and diversity: We will value people and their differences.

Conexus Arts Centre's Goals:

Goal 1: To provide quality facilities and services for entertainment, educational, social, conferences and cultural activities. Meet the expectations of customers by providing a quality facility and providing exceptional customer service by courteous, knowledgeable staff.

Goal 2: To contribute positively to the art, entertainment, educational and cultural communities in Saskatchewan. That the Conexus Arts Centre operate as "The Town Hall" being accessible and affordable with a focus on local, non-profit organizations.

Goal 3: To engage in entrepreneurial activities to promote the use of the Centre. Continually improve our business through entrepreneurial activities promoting the use of the Centre.

Goal 4: To develop a positive relationship with government, media, and the public. Develop a positive relationship based on integrity and industry knowledge.

Goal 5: To promote arts and educational activities for all ages, with special attention to the youth to ensure continual audience development now and in the future. Meet the expectations of our customers by providing a variety of arts and educational activities for all ages.

Goal 6: To provide opportunity for staff development by building a high level of morale and productivity. Provide a positive and healthy environment for our employees which values diversity and encourages continuous learning and mutual respect.

Goal 7: To operate in a fiscally responsible manner. Be fiscally responsible and accountable in support of provincial financial objectives.

Seafood Display—Conexus Arts Centre Client Reception

WHERE WE ARE HEADED, WHAT WE INTEND TO DO AND HOW WE WILL MEASURE PROGRESS

The following section of Conexus Arts Centre's Balanced Statement is intended to provide more detailed information about The Conexus Arts Centre's plan for the future and what the Conexus Arts Centre will do to achieve its strategic direction. This section describes in greater detail what the Conexus Arts Centre's objectives are, why they are important, and what the organization intends to do to achieve them by specifying a number of key initiatives. This section also provides information that will help us to determine whether or not we have been successful in meeting the objectives defined by our Plan. In order to do this The Conexus Arts Centre has presented a number of performance measures that provide information about specific outcomes identified in the Balanced Statement.

In 2009-10, The Conexus Arts Centre will continue to refine its strategic direction and report on results. The success of The Conexus Arts Centre's plan depends on the support and skill of its employees, in addition to the support of stakeholders, partners and the public.

1. ***To provide quality facilities and services for entertainment, educational, social, conferences and cultural activities.***

What success looks like:

- The building is in good repair, clean, with updated equipment.
- "Meets and exceeds" the needs of clients related to: entertainment, educational, social, conference and cultural activities
- Positive feedback from community
- Groups are choosing to use our facilities and services over the others within the geographic area

Initiatives:

A. To remain competitive research must be conducted on upgrades which will be required to the facility over the next five years. Required upgrades will be included in the long range capital plan.
B. To monitor operations including maintenance, security, engineering, front of house, utilities and cleaning and follow outlined procedures for effective management and supervisory procedures for the operations of each area. Plans and procedures to be reviewed annually.
C. Discussions to be conducted with Wascana and Government Services and elected representatives to discuss the long term infrastructure of the Centre.
D. Continue to refine the maintenance plan to ensure it remains current and relevant.
E. Maintain an active OH&S Committee and continue to develop related training programs.
F. Review and revise long range capital plan.
G. Maintain an active technology committee to ensure the Centre is current with communications technology.
H. Continue Stage maintenance and refurbishment plan.
I. Continually evaluate the services and relevant equipment provided to ensure the Centre is meeting and exceeding client expectations.
    - Monitor client questionnaire responses to ensure that the Centre is achieving an overall 90% or better, good to excellent rating by clients. Review at Management meetings and report quarterly to the Board.
    - Review duty Manager event reports at management meetings.
    - Discuss results of post event client follow up calls at management meetings.
J. We will reduce, re-use and recycle and we will advertise this information.
K. Research possible facility and service enhancements currently available to improve the guest experience at the Centre.

2. ***To contribute positively to the art, entertainment, educational and cultural communities in Saskatchewan.***

What success looks like:

- Community groups find the Centre accessible
- Unsolicited client feedback is positive
- Centre is able to facilitate a wide array of artistic, entertainment, educational and cultural events
- Centre is able to take advantage of opportunities to support and enhance various community groups (external to the Centre) (provide services to community in lieu of dollars)

Initiatives:

A. To support provincial non-profit organizations through sponsorship initiatives and report initiatives at weekly management meetings.
B. We will continue to be involved in various community events in Southern Saskatchewan and report involvement as a part of our sales reports.
C. In order to meet our community profile requirements, each Client Services representative will be involved in a minimum of one community organization and report on their involvement in their weekly sales reports.
D. We will support as well as create, educational opportunities and continue to develop an on-going program to increase opportunities for students in both urban and rural areas.
E. We will expand our website to provide information about the Centre, including community events and information and to continue to update information in a timely manner.
F. We will distribute our events schedule throughout Saskatchewan through Print Media, Web based, email and direct mail.
G. We will participate in a minimum of one additional trade show in 2009-10.
H. We will survey our theatre and convention/catering patrons to determine their expectations from the CAC. These surveys will be conducted at least once per quarter in each area.

3. To engage in entrepreneurial activities to promote the use of the Centre.

What success looks like:

- Increase use of the Centre's facilities and services
- Centre is able to present numerous events as a result of establishing effective partnerships/arrangements
- Centre is able to provide new events that fulfill identified gaps within the community
  e.g. Bridal Tradeshow, Large Funerals, various Tradeshows
- Promote non-gambling/lifestyle programming for example youth, church groups.

Initiatives:

A. Expand our audiences and activities by encouraging organizations to use the Centre through various Marketing and P.R. activities. We will use our outdoor electronic billboard to promote shows, events and services including events held elsewhere in the park.
B. To actively encourage our promoters to continue making the CAC their preferred choice for facilities in Regina. We will pursue business from new promoters/agents and continue to identify opportunities for co-promotion. We will report on opportunities at management meetings.
C. Continue to monitor and respond to developments in entertainment, arts and cultural sectors in southern Saskatchewan and include developments in sales reports.
D. Recognizing the importance of community involvement all Management and Staff are encouraged to be involved in the community, through community organizations. The CAC will be required to be involved in at least one outside community organization and report involvement to the management team.
E. We will research and record events held elsewhere including sharing reader boards, attending events at other facilities to compare location, décor, food quality and service and research pricing and services of our competition.
F. We will target a minimum of 10 events currently held elsewhere to entice them to use our facility for their event. Results will be recorded in the sales reports.
G. We will develop a minimum of two new promotional opportunities targeted to increasing revenue during our slow times.
H. We will work with various businesses and organizations to present trade-shows.
I. We will develop a minimum of one new CAC sponsored event in 2009-10 and report in the weekly sales reports.
J. Work with patrons on sponsorship and promotional opportunites.
K. We will continue to review opportunities to place long term advertising in various locations throughout the community and present recommendations at management meetings.
L. We will direct market to all members of the Regina Chamber of Commerce, Tourism Regina and our current clients a minimum of once per quarter in 2009-10. Client Services will continue to work with Saskatchewan Tourism to explore marketing possibilities.
M. We will report quarterly to the Board the results of the programming plan which contracts and presents events in collaboration with promoters, producers, and sponsors.
N. We will develop a marketing plan for 2009-10 including a marketing campaign specific for community relations and

report quarterly to the Board.

O. We will develop the Annual Report to focus on the critical aspects of performance and to ensure that the information is presented in a manner that is understandable to all interested entities as required by tabling deadlines.

4. To develop a positive relationship with government, media and the public.

What success looks like:

- Government sees Centre as a vital asset which translates to increase support and funding
- Increased awareness and support of the activities of the Centre in the media
- Venue of choice for quality arts and entertainment events
- Community recognizes the Centre as a town hall…a gathering place accessible for all.

Initiatives:

A. We will articulate the intention of the Conexus Arts Centre to be prominent in and accessible to the community and will market our vision.

B. We will assess the needs of the community, respond by facilitating programming and report findings each quarter.

C. We will continue to review and improve direct communications with the community and government through on-line newsletters web-site and direct communication.

D. We will continue to update service-training strategies that support the service vision for staff and customers to ensure customer service excellence.

E. We will promote our service vision to staff, clients and all stakeholders.

F. We will work with our partners to implement reciprocal marketing plans.

G. We will conduct an annual review and up-date the publicity and promotions plan designed to enhance the Centre's profile in the community and ensuring that a consistently high awareness level is maintained with the public. We will report quarterly to the Board.

H. We will continue to develop contacts with potential media partners.

I. We will ensure that the Centre takes advantage of every opportunity to gain profile and recognition for assisting organizations within the community.

J. We will identify opportunities to communicate to government, clients and the public, the significance of our role in the community and present these opportunities at the management meetings.

K. We will work closely with all levels of government to solicit support for maintaining the short and long term needs of the facility.

5. To promote arts and educational activities for all ages, with special attention to the youth to ensure continual audience development now and in the future.

What success looks like:

- Youth are involved in Centre activities.
- Youth are accessing the Centre and coming to events.

Initiatives:

A. We will work with youth to promote the arts.

B. Ensure the Centre continues to provide Family and Youth events.

C. We will provide Club Connect allowing youth to access information on youth specific shows and events and providing special offers and contesting.

D. We will approach schools to discuss opportunities for them to present their drama performances on stage at the Centre.

E. We will work with the Inner City Youth groups to contribute to our community.

6. To provide opportunity for staff development by building a high level of morale and productivity.

What success looks like:

- Staff are choosing to stay with our organization-(staff retention)
- The Centre is able to attract new staff to the organization.

Initiatives:

A. Provide for a continuous flow of ideas and communications among Board, Management and Staff.
B. Schedule and hold regular management meetings.
C. Monitor departmental structures to ensure maximum efficiencies.
D. Update task analysis and job descriptions - annually.
E. Maintain an up-to-date personnel policy book. Ensure all policies are current and continue to be effective. Annually ensure that key policies are reviewed by all staff – including the Code of Conduct, Conflict of Interest and Computer Policies.
F. Enhance the efficiency of internal business operations using state of the art technology by upgrading software and equipment as required.
G. Through the Pay Equity Maintenance Committee review and evaluate all Centre positions that have had major changes to their responsibilities and any new positions.
H. Review and implement incentives and reward systems as necessary. Promote the Spotlight is on You Program. Promote the staff social committee.
I. Promote professional/staff development. Maintain relationship with staff that allows and promotes discussion regarding the development of staff as well as the services they provide. Provide staff with resources, and ongoing training to facilitate the effective and efficient achievement of quality service performance goals.
J. Promote the Conexus Arts Centre as a preferred place of employment. Promote the Centre's success in diversity.
K. Monitor Benefits Package to ensure our programs are competitive and our rates are effective.
L. Complete negotiations with in-house unions in a timely fashion.

7. To operate in a fiscally responsible manner.

What success looks like:

- We have adequate funds to offset current inflationary pressures
- Adequate funds are secured to advance the strategic goals of the Centre and to promote new initiatives

Initiatives:

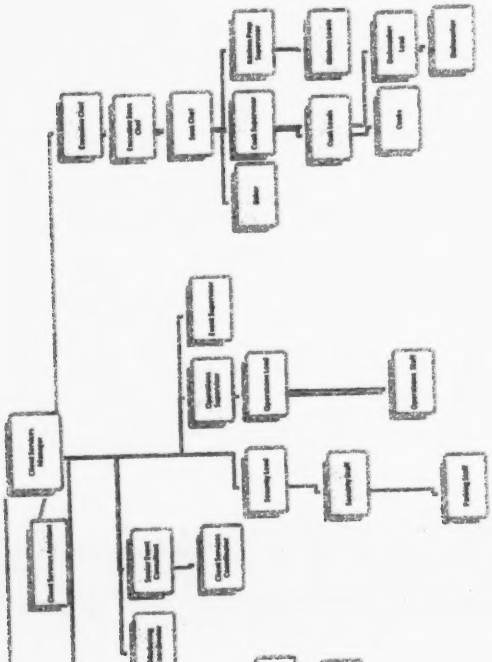
A. Ensure stringent fiscal controls through competent administration and finance committee review procedures.
B. Coordinate minimum of six board meetings per year including an annual board retreat.
C. Continue to refine board reporting to relate directly to Policy governance.
D. Maintain spot inventory program.
E. Centre management to evaluate and approve all expenditures to ensure the best value is being received for money spent. Ensure proper tendering practices are followed where applicable.
F. Budget for long term equipment needs of the Centre in order to provide quality services to clients. Review and prepare five year capital plan.
G. Monitor operations in the food and beverage departments to ensure product costs and percentage margins are within budgeted parameters.
H. Maintain staff scheduling plan in order to minimize overtime cost.
I. Client Services will review the pricing policies of other facilities (for both theatre and convention) and present them bi-annually to the management team
J. Prepare annual budget.
K. Review investment options.
L. Maintain GL Fixed Asset Lists with physical asset inventory records.
M. Review and up-date box office service contracts.
N. Review payroll process and reporting options to ensure maximum efficiences.
O. Ensure quarterly statements are available in a timely manner. Quarterly.
P. Produce annual report per Provincial Audit recommendations as per tabling deadline requirements.
Q. Provide financial information to board as requested.
R. Develop and implement a corporate sponsorship program.

WHERE TO OBTAIN ADDITIONAL INFORMATION

If you have any questions or comments about The Conexus Arts Centre Balanced Statement, or if you have specific questions about the programs and services provided by The Conexus Arts Centre please contact:

The Conexus Arts Centre
200A Lakeshore Drive
Regina, Saskatchewan
S4S 7L3
www.conexusartscentre.ca
Email:
cac.admin@conexusartscentre.ca or
client.services@conexusartscentre.ca
Phone: (306) 565-4500
Fax: (306) 565-3274

APPENDIX A
Conexus Arts Centre Overview of Centre Operations



APPENDIX B
Summary of The Conexus Arts Centre's Partners and Stakeholders

Non-Profit Clubs and Organizations: This group consists of ethnic associations, service clubs, sporting clubs, dance schools and others.

International Association of Theatrical And Stage Employees (IATSE): All theatrical aspects of the Centre are done through members of this union.

Retail Wholesale and Department Store Union (RWDSU): The majority of our service employees at the Conexus Arts Centre are members of this union.

Ministry of Government Services: The Ministry of Government Services is the owner and a key stakeholder of The Conexus Arts Centre.

Conexus Credit Union: As our major sponsor Conexus Credit Union and The Conexus Arts Centre are dedicated to working together to facilitate programming to promote arts and culture in Regina.

Canadian Restaurant and Foodservices Association (CRFA) (Saskatchewan Division): The CRFA has approximately 600 members in Saskatchewan.

Tourism Saskatchewan: Tourism Saskatchewan promotes tourism throughout Saskatchewan

Saskatchewan Tourism Education Council: Saskatchewan Tourism Education Council (STEC) provides training and certification for the tourism and hospitality industry.

Tourism Regina: Tourism Regina promotes tourism and conferences in Regina

Canadian Federation of Chefs and Cooks: National organization governing Chefs and Cooks

Society of Composers, Authors and Music Publishers of Canada: Society of Composers, Authors and Music Publishers of Canada (SOCAN) ensures copyright laws are adhered to.

The Conexus Arts Centre
Management Report—March 2010

The Conexus Arts Centre—Management Report—March 2010

The management of the Conexus Arts Centre is responsible for the integrity of the accompanying financial statements and all other information in this Annual Report. It is the responsibility of management to prepare financial statements in accordance with generally accepted accounting principles in Canada.

The accounting systems used by the Centre include an appropriate system of internal controls to provide reasonable assurance that:

- Transactions are authorized.
- The Centre's assets are properly kept and financial reports are properly monitored to ensure reliable information is provided for preparation of financial statements and other information.
- The accounts are properly kept and financial reports are properly monitored to ensure reliable information is provided for preparation of financial statements and other financial information.
- The Centre has complied with authorities.
- And that the Centre operate in a fiscally responsible manner.

Management is responsible for providing reasonable assurance to the Board that the Board's financial information satisfies standards of validity and reliability. The Board reviews financial information prepared by management and discusses relevant matters with management. The Board of Director exercises this responsibility through the Audit Committee, which is composed of Directors who are not employees of the corporation. The Audit Committee meets with management on a regular basis.

The Provincial Auditor of Saskatchewan examines the Centre's system of internal control, compliance with authorities, and financial statements. A copy of the Provincial Auditor's opinions on internal control, compliance with authorities and financial statements are enclosed.

The financial statements have been examined and approved by the Board.

Jim McCrum
Executive Director
June 2010

Pat Beanland
Manager, Finance and Administration

SASKATCHEWAN CENTRE OF THE ARTS

FINANCIAL STATEMENTS

For the Year Ended March 31, 2010

Provincial Auditor Saskatchewan

1500 Chateau Tower
1920 Broad Street
Regina, Saskatchewan
S4P 3V2

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Internet E-mail: info@auditor.sk.ca

SASKATCHEWAN

AUDITOR'S REPORT

To the Members of the Legislative Assembly of Saskatchewan

I have audited the statement of financial position of the Saskatchewan Centre of the Arts as at March 31, 2010 and the statements of operations and changes in fund balances, and cash flows for the year then ended. The Centre's management is responsible for preparing these financial statements for Treasury Board's approval. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with Canadian generally accepted auditing standards. Those standards require that I plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In my opinion, these financial statements present fairly, in all material respects, the financial position of the Centre as at March 31, 2010 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Regina, Saskatchewan
June 8, 2010

Brian Atkinson, FCA
Acting Provincial Auditor

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
STATEMENT OF FINANCIAL POSITION
As at March 31

	2010				2009
	Operating Fund	Impresario Fund	Campaign Fund	Total	Total
ASSETS					
Current:					
Cash and cash equivalents	$ -	$ 836,432	$ 768,207	$ 1,604,639	$ 1,587,901
Accounts receivable (Note 3)	555,933	-	-	555,933	229,357
Inventory	88,301	-	-	88,301	91,019
	644,234	836,432	768,207	2,248,873	1,908,277
Property, plant and equipment (Note 4)	92,003	-	397,516	489,519	643,719
Total Assets	$ 736,237	$ 836,432	$ 1,165,723	$ 2,738,392	$ 2,551,996
LIABILITIES AND NET ASSETS					
Current:					
Due to (from) other funds (Note 8)	$ 1,168,613	$ -	$(1,168,613)	$ -	$ -
Accounts payable and accrued charges	802,083	-	-	802,083	727,465
Advance sales and deposits	646,164	-	-	646,164	536,187
	2,616,860	-	(1,168,613)	1,448,247	1,263,652
Fund balances:					
Invested in property, plant and equipment	92,003	-	397,516	489,519	643,719
Externally restricted (Note 9)	-	-	1,936,820	1,936,820	1,792,169
Internally restricted (Note 10)	-	836,432	-	836,432	826,794
Unrestricted	(1,972,626)	-	-	(1,972,626)	(1,974,338)
Total Fund balances (Statement 2)	(1,880,623)	836,432	2,334,336	1,290,145	1,288,344
Total Liabilities and Fund Balances	$ 736,237	$ 836,432	$ 1,165,723	$ 2,738,392	$ 2,551,996

(see accompanying notes to the financial statements)

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
STATEMENT OF OPERATIONS AND CHANGES IN FUND BALANCES
For the Year Ended March 31

	General Funds							Restricted (Note 9)	
	Operating Fund			Impresario Fund		Total		Campaign Fund	
	2010		2009	2010	2009	2010	2009	2010	2009
	Budget (Note 6)	Actual (Schedule 1)	Actual (Schedule 1)						
Revenues	$ 3,751,900	$ 4,298,910	$ 4,450,046	$ 123,369	$ 147,277	$ 4,422,279	$ 4,597,323	$ -	$ -
Cost of sales	2,017,841	2,323,440	2,447,744	53,732	-	2,377,172	2,447,744	-	-
Gross profit	1,734,059	1,975,470	2,002,302	69,637	147,277	2,045,107	2,149,579	-	-
Investment income	65,000	23,633	45,808	-	-	23,633	45,808	-	-
Donations	-	-	-	-	-	-	-	84,652	58,333
Total Revenues	1,799,059	1,999,103	2,048,110	69,637	147,277	2,068,740	2,195,387	84,652	58,333
Expenses:									
Salaries and benefits	1,712,804	1,732,822	1,714,413	-	-	1,732,822	1,714,413	-	-
Utilities	409,903	377,367	407,387	-	-	377,367	407,387	-	-
General administration	227,350	245,435	280,205	-	-	245,435	280,205	-	-
Amortization	120,000	84,818	110,614	-	-	84,818	110,614	157,149	185,462
Total Expenses	2,470,057	2,440,442	2,512,619	-	-	2,440,442	2,512,619	157,149	185,462
(Deficiency) excess of revenues over expenses before grant	(670,998)	(441,339)	(464,509)	69,637	147,277	(371,702)	(317,232)	(72,497)	(127,129)
Grant from the General Revenue Fund	446,000	446,000	429,000	-	-	446,000	429,000	-	-
(Deficiency) excess of revenues over expenses	$ (224,998)	4,661	(35,509)	69,637	147,277	74,298	111,768	(72,497)	(127,129)
Fund Balances, beginning of year		(1,885,284)	(1,849,775)	766,795	619,518	(1,118,489)	(1,230,257)	2,406,833	2,533,962
Fund Balances, end of year – to Statement 1		$(1,880,623)	$(1,885,284)	$ 836,432	$ 766,795	$(1,044,191)	$(1,118,489)	$ 2,334,336	$ 2,406,833

(see accompanying notes to the financial statements)

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
STATEMENT OF CASH FLOWS
For the Year Ended March 31

	2010	2009
Cash flows from (used in) operating activities:		
Cash receipts from customers	$ 4,205,680	$ 4,070,518
Cash paid to suppliers and employees	(4,655,460)	(4,657,649)
Investment income	23,633	45,808
Grant received	446,000	429,000
Cash flows from (used in) operating activities	19,853	(112,323)
Cash flows used in investing activities:		
Purchase of property, plant and equipment	(87,767)	(130,998)
Cash flows from financing activities:		
Donations	84,652	58,333
Net increase (decrease) in cash and cash equivalents	16,738	(184,988)
Cash and cash equivalents, beginning of year	1,587,901	1,772,889
Cash and cash equivalents, end of year	$ 1,604,639	$ 1,587,901

(see accompanying notes to the financial statements)

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
NOTES TO THE FINANCIAL STATEMENTS
March 31, 2010

1. Status of Centre

The Board of the Saskatchewan Centre of the Arts is continued under *The Saskatchewan Centre of the Arts Act, 2000*, to maintain, operate and manage the Saskatchewan Centre of the Arts in Regina. The Act also continued the Saskatchewan Centre of the Arts Fund through which all financial transactions are conducted which relate to accomplishing the purposes of the Act.

Effective January 1, 2006 Conexus Credit Union made a donation to the Saskatchewan Centre of the Arts in return for the naming rights of the building. The Saskatchewan Centre of the Arts building is now commonly called the Conexus Arts Centre.

The ongoing operations of the Saskatchewan Centre of the Arts (Centre) are dependent on funding from the General Revenue Fund.

2. Significant Accounting Policies

These financial statements have been prepared using Canadian generally accepted accounting principles for not-for-profit organizations. The Centre follows the restricted fund method of accounting for contributions. The Saskatchewan Centre of the Arts (Centre) is comprised of three funds: Operating Fund, Impresario Fund, and Campaign Fund. The Operating Fund and Impresario Fund, known as General Funds, do not have external restrictions while the Campaign Fund is subject to external restrictions.

The Operating Fund accounts for the Centre's primary operating activities. This Fund reports unrestricted resources and holds property, plant and equipment (see Note 4).

The Impresario Fund has no external restrictions and is used for supporting and promoting the arts. The Board requires management to seek specific approval of the Board to spend the assets of the Impresario Fund.

The Campaign Fund reports assets (see Note 4), liabilities, revenues and expenses related to the Centre's campaign to raise funds to address replacement of its programming equipment and the rejuvenation of the overall appearance of the Centre. The Campaign Fund reports resources contributed and the use of those resources.

The following accounting policies are considered to be significant:

a) Revenue Recognition

For the General Funds, revenue is recognized at the date of the performance and is recorded net of payments to promoters.

Donations externally restricted to the Campaign Fund are recorded as revenue when collection is certain.

b) Grant from the General Revenue Fund

The grant provided by the General Revenue Fund through the Ministry of Tourism, Parks, Culture and Sport is recorded in the year received or receivable.

c) Property, plant and equipment

Property, plant and equipment are recorded at cost. Amortization is provided for using the straight-line method over the expected useful life (ranges from 3 to 5 years) of the property, plant and equipment, with a full year's amortization taken in the year of acquisition. The Centre capitalizes property, plant and equipment costing more than $5,000.

Amortization is recorded in the fund where the related property, plant and equipment reside.

d) Inventory

Inventories of food and liquor are valued at the lower of cost and net realizable value. Cost for food and liquor inventories are determined using the first-in, first-out basis. Other costs such as taxes and transportation are included in the cost of the inventory.

e) Cash and cash equivalents

Cash and cash equivalents consist of cash and short-term deposits of $991,395, with effective interest rate of 1.30%, with a financial institution. The deposit matures on September 19, 2010. The short-term deposits are recorded at cost.

f) Financial Instruments

The Centre's financial instruments and their classification are as follows:

Financial Instrument	**Classification**
Cash and cash equivalents	Held-for-trading
Accounts receivable	Loans and receivables
Accounts payable and accrued charges	Other financial liabilities

Held-for-trading financial assets are measured at fair value. Changes in their value are recognized in the Statement of Operations and Changes in Fund Balances.

Loans and receivables and other financial liabilities are measured at amortized cost. Due to their short-term nature, the amortized cost of these instruments approximate fair value.

g) Use of estimates

These statements are prepared in conformity with Canadian generally accepted accounting principles. These principles require management to make estimates and assumptions that affect the reported amounts of assets and liabilities and

disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the period. Actual results could differ from those estimates. Differences are reflected in current operations when identified.

3. Financial Risk Management

The Centre's financial instruments are comprised of cash and cash equivalents, accounts receivable, and accounts payable and accrued charges. The carrying value of these financial instruments approximates their fair values as at March 31. The Centre's financial risk relate primarily to credit risk from potential non-payment of accounts receivable. The maximum credit risk to which it is exposed at March 31, 2010 is limited to the carrying value of its accounts receivable. Subsequent to the year-end, a significant amount of accounts receivable have been collected reducing the credit risk. The financial instruments have no significant interest rate risk and liquidity risk.

4. Property, Plant and Equipment

a) Operating Fund

	2010			2009
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Theatre equipment	$ 325,981	$ 318,322	$ 7,659	$ 8,637
Convention & catering equipment	386,950	365,041	21,909	54,820
Office equipment	98,407	76,203	22,204	3,084
Building equipment	779,720	747,284	32,436	6,927
Bar equipment	134,070	126,275	7,795	15,586
	$ 1,725,128	$ 1,633,125	$ 92,003	$ 89,054

b) Campaign Fund

	2010			2009
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Theatre equipment	$ 785,057	$ 433,612	$ 351,445	$ 468,077
Convention & catering equipment	7,834	7,834	-	-
Building equipment	378,164	332,093	46,071	86,588
	$ 1,171,055	$ 773,539	$ 397,516	$ 554,665

5. Building and Site

The building and site have been leased by the Ministry of Government Services (GS) to the Centre for an annual rental of one dollar. The fair value of the building and site is not reasonably determinable. The terms of the lease require the Centre to keep the building, and all other property contained therein, in good repair and condition with the provision

that any major maintenance, renovations and construction project costing in excess of $5,000 shall be the responsibility of GS. In addition, GS is responsible for charges by the Wascana Centre for services to the land and building as stipulated under *The Wascana Centre Act*. The current lease agreement expired July 31, 2003. The Centre continues to renegotiate a new lease arrangement. Until a new lease arrangement exists, the terms and conditions of the expired lease continue.

6. Budget

These amounts represent the budget approved by the Centre's Board of Directors.

7. Related Party Transactions

Included in these financial statements are transactions with various Saskatchewan Crown corporations, ministries, agencies, boards and commissions related to the Centre by virtue of common control or significant influence by the Government of Saskatchewan (collectively referred to as "related parties"). Also, the Centre is related to non-Crown enterprises that the Government jointly owns or significantly influences.

Routine operating transactions with related parties are recorded at the agreed upon rates and are settled on normal trade terms. The following table summarizes the significant routine related party transactions for the year.

	2010	2009
Accounts receivable	$ 10,605	$ 23,756
Accounts payable & accrued charges	93,494	85,938
Revenues:	492,916	656,576
Expenses:		
Utilities	385,869	391,387
Supplies, services and maintenance	8,565	17,646
Salaries and benefits	265,040	257,999

Other transactions and amounts due to and from related parties are described separately in the financial statements and the notes thereto.

The Centre collected and remitted Liquor Consumption Tax of $46,464 (2009 - $47,864) to the Saskatchewan Ministry of Finance. In addition, the Centre pays Provincial Sales Tax to the Saskatchewan Ministry of Finance on all its taxable purchases. Taxes paid are recorded as part of the cost of those purchases.

8. Due to (from) Other Funds

Although the Centre maintains records of receipts and payments for each Fund, it does not maintain separate bank accounts for each Fund. The Centre used resources of the Campaign Fund and the Impresario Fund to finance activities in the Operating Fund. At March 31, 2010 the Operating Fund owed a total of $1,168,613 (2009 - $1,031,062) to the Campaign Fund. The Operating Fund does not pay interest on these amounts and no formal arrangements, including repayment terms, are in place for these loans.

9. External Restrictions

In 1996, the Centre launched the Campaign Fund to raise funds to begin to address replacement of its capital assets including programming equipment and rejuvenation of the overall appearance of the Centre. $1,936,820 (2009 - $1,792,169) is externally restricted to acquire capital assets and to rejuvenate the overall appearance of the Centre.

Under section 24(7) of *The Saskatchewan Centre of the Arts Act, 2000*, the Board is not bound by the directions of any person making a contribution to a restricted fund but the Board shall consider the directions of the person who makes such a contribution. The Board has agreed to honour the restrictions placed by donors.

10. Internally Restricted Funds

The Board has restricted the use of $836,432 (2009 - $766,795) of the net assets available in the Impresario Fund. Accordingly, these net assets are not available for Operating Fund purposes without the approval of the Board.

11. Inventories

Inventories consist of food and liquor. During the year, the Centre had no write-downs of inventory below cost and no reversals of inventories previously written down. As of March 31, 2010, there was no amount of inventory pledged as security.

12. Capital Disclosures

The Centre's capital structure mainly consists of its fund balances. A description of the Centre's funds are described in Note 2. The Centre's management has the objective of managing its capital to provide facilities, programs and services for entertaining, educational and cultural activities to the people of Saskatchewan. The Centre's Board determines the use of the Centre's unrestricted fund balance. A description of the Centre's restricted fund balances are described in notes 9 and 10. During the year, the Centre has complied with the external restrictions on its fund balances.

Schedule 1

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
SCHEDULE OF REVENUE AND COST OF SALES FOR THE OPERATING FUND
For the Year Ended March 31

	2010		2009
	Budget (Note 6)	Actual	Actual
Revenue:			
Catering	$ 1,418,000	$ 1,651,873	$ 1,676,154
Refreshment bar	460,000	558,201	547,549
Rentals	629,000	752,998	729,989
Commissions	155,000	145,236	217,112
Coat Check	32,000	29,416	32,505
Car Park	14,000	18,237	16,164
Sundry	24,000	25,867	37,297
Office Rental	60,400	53,387	53,833
Service Charges	959,500	1,063,695	1,139,443
Total revenues	3,751,900	4,298,910	4,450,046
Cost of Sales:			
Food and beverages	561,650	619,112	616,930
Salaries and benefits	1,080,330	1,225,904	1,239,242
Supplies, services, and maintenance	268,500	340,034	356,088
Other	107,361	138,390	235,484
Total cost of sales	2,017,841	2,323,440	2,447,744
Gross Profit	$ 1,734,059	$ 1,975,470	$ 2,002,302